Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

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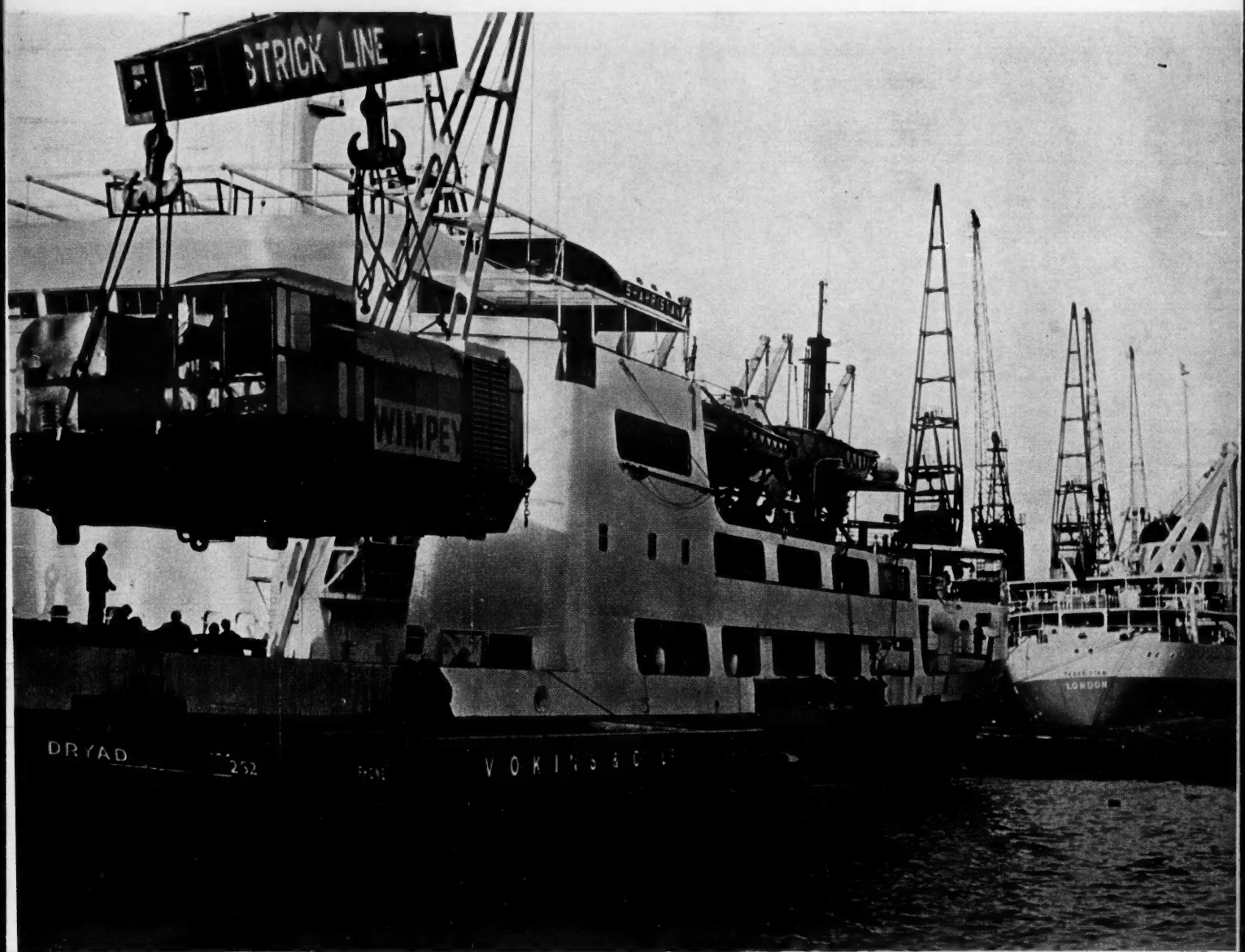

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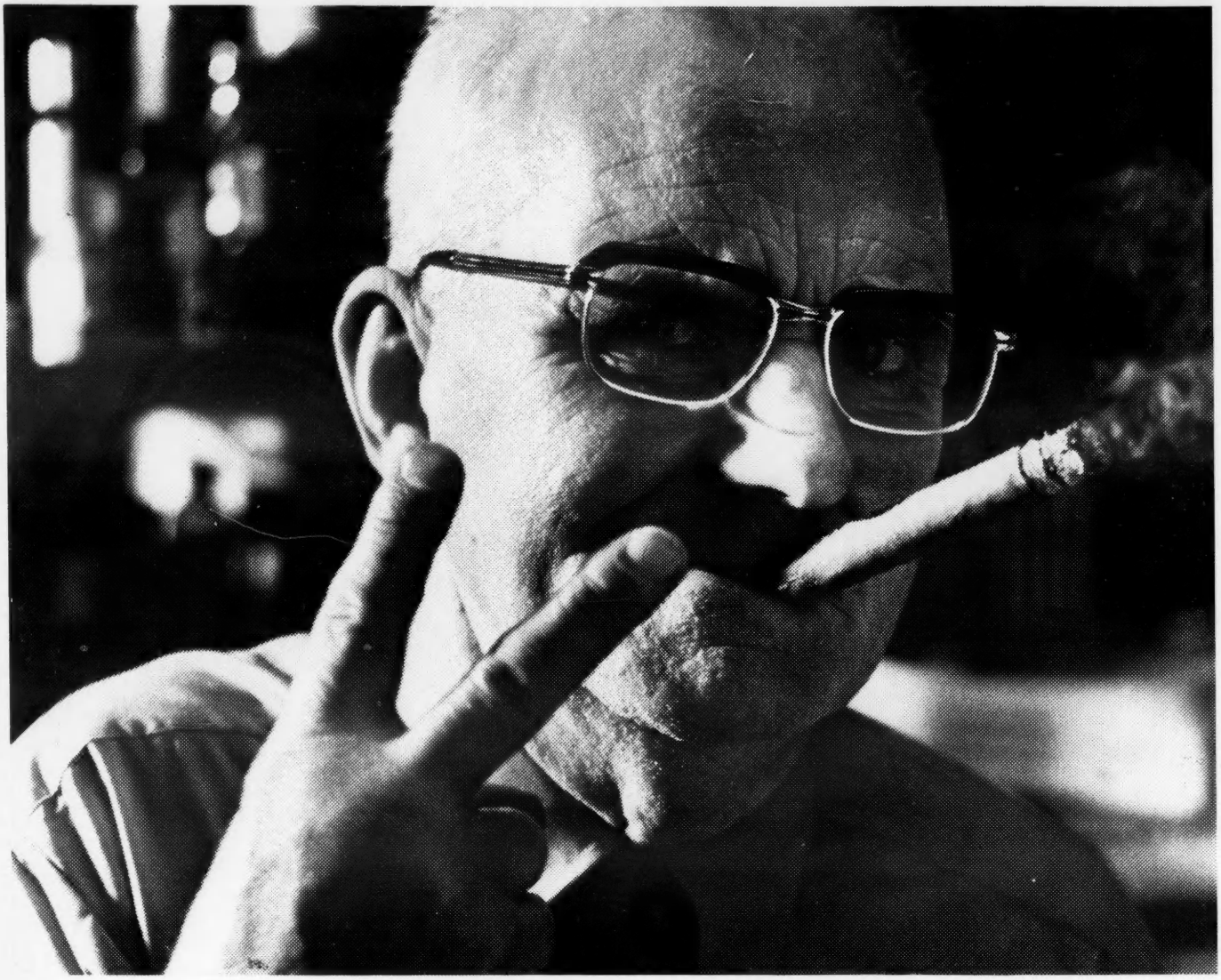

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Index to Statistics 678
Subscriptions, Advertisements, Reprints 678
Hong Kong as a market for British capital goods 681
IMCO moves to cut shipping casualties and pollution 682
The Crowther Report on Consumer Credit breaks new ground 684
Leeds Polytechnic computer aided design terminal 685
Butter import quotas 1970/71 685
New address for Custodians of Enemy Property 685
EEC 'a gigantic success story' 686
Educating management in computers 686
Future plans for staffs of Investment Grants Offices 686
Official appointments 686
Council of Industrial Design Awards for capital goods, 1971 687
Channel Tunnel – a new phase begins 688
The Import Duties (Temporary Exemptions) (No. 3) Order 1971 688
EFTA publications 688
Wire and fibre ropes reference to Monopolies Commission 690
Application for temporary exemption from import duty 690
DTI registries available to members of the public 690
Patents endorsed 'Licences of Right' 691
French broccoli and cauliflowers 691
New Minerals, Metals and Manufacturing Division 691
Visits by British overseas commercial representatives 691

Aviation and Shipping
Prevention of oil pollution 692
Increased domestic air fares allowed 692
Civil air/sea rescue service from Manston 692
ATLB announcement on minimum air tour prices 692

Parliamentary Answers 693
Parliamentary Answers on Aviation and Shipping 695
New Books 696
Government surplus sales 697

STATISTICS
The economy: selected indicators 698
Index of industrial production for December 1970 699
Preliminary estimates of national income and balance of payments 1965 to 1970 700
Production of man-made fibres in January 700
General index of retail prices for February 700
Overseas royalty transactions in 1969 701
Sales by wholesale textile houses 703
Vehicle production in February 704
Made-up clothing industry orders and deliveries 705
Textile industry: orders and deliveries 705
Registrations of British and foreign films 705
Index of industrial production for Wales – fourth quarter and the year 1970 706
Northern Ireland index of production 706
New Business Monitor for Tourism 706

EXHIBITIONS AND FAIRS
More selective DTI assistance to fairs and missions 707
Dominant hold of United Kingdom cycle and motor cycle manufacturers on Swiss market confirmed at Zurich show 708
Footwear exports to America may increase following participation in New York show 708
Biggest British joint venture in Switzerland visited by Sir John Eden 709
Another British success at the New York International Toy Fair 709
Nairobi Show offers new export opportunities 710
Big business transacted at REPRO exhibition 710

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGENTS
Yugoslav Engineering Works Overseas: A promising field for British sub-contractors and suppliers of equipment 712
Anglo-Bulgarian Trade Agreement. Hints to businessmen booklets 714
Iraq and Ceylon. United Kingdom aid to developing countries. Double taxation. ECGD backing for export contracts 715
Export Missions and Tours 716
Export Orders 717

TARIFF AND TRADE NOTICES AND COMMERCIAL INFORMATION FROM OVERSEAS
Canada: Revisions to the hazardous products (hazardous substances) regulations 728
Ceylon: Investment in the tourist industry 726
Chile: Tariff reduction. Amendments to import tariff 726
European Communities: Common agricultural and fisheries policy. Customs Legislation in the EEC. Harmonization of Legislation. Rules of Competition. Common Commercial Policy – Community imports. Imports from non-member countries 722
France: Customs tariff amendments. Global quotas for solid fuel. Import regulations for certain foodstuffs 723
Guyana: Amendment to list of prohibited imports 726
Israel: Tariff amendments 724
Kenya: Import licensing regulations 725
Malawi: Customs tariff amendments. Customs tariff surcharge and surtax tariff amendments. Suspension of duties. Import controls. 725
Netherlands, Antilles: Import licensing 728
New Zealand: Customs tariff charges 726
Peru: Free zone of Loreto and San Martin 726
South Africa, Republic of: Metrication – Decimal sign 726
Spain: Import regulations – veterinary specialists. Taxation. Customs tariff modifications 723
Syria: Import regulations 724
Thailand: Descriptions on invoices to be presented to customs 726
Turkey: Increases in customs duty 724
United States: State 'Buy-American' Proposals 728
Uruguay: Amendments to the code of merchandise 727
Yugoslavia: Agencies of foreign firms 724

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

A dragline shovel cab – weighing 104 tons – lifted by ship's gear on board the mv 'Shahristan' of Strick Line Ltd., a member of the P & O Group. The vessel which is equipped to lift items of up to 180 tons, operates on the Strick and Ellerman Service from United Kingdom to Arabian and Iranian ports. As part of a 203 ton Lima dragline shovel, this piece was shipped to Bahrain by George Wimpey and Co. Ltd., through the agency of Culesmith Shipping Ltd. The equipment will shortly be operating at Bahrain, where it will be used in connection with the Bahrain Aluminium Smelter Project.

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Trends in film going (A)	22 July 1970
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Machine tools deliveries and orders (Q)	24 Feb. 1971
Man-made fibres:	
Analysis of production (A)	17 Feb. 1971
Analysis of production (Q)	17 Feb. 1971
Deliveries (Q)	17 Feb. 1971
Production (M)	This week
Volume of production (M)	17 Feb. 1971
Motor industry:	
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Motor trades turnover (M)	24 Feb. 1971
Office development permits (Q)	10 Mar. 1971
Partnerships registered (A)	8 April 1970
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Retail prices index (M)	This week
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Index nos. (M)	This week
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Nationality of vessels in UK sea-borne trade (A)	10 Feb. 1971
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Industry's stocks (Q)	17 Mar. 1971
Retail (M)	17 Feb. 1971
Television:	
Overseas payments and earnings (A)	27 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	10 Mar. 1971
Hosiery production (M)	24 Feb. 1971
Wholesale houses sales (M)	This week
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Tourism:	
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☐ P87 Miscellaneous manufactures of paper and board (Q)
☐ P69/74 Newspapers and periodicals (Q)
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☐ P5 Paper and paper-making materials (M)
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☐ P10 Elastic goods and narrow fabrics (Q)
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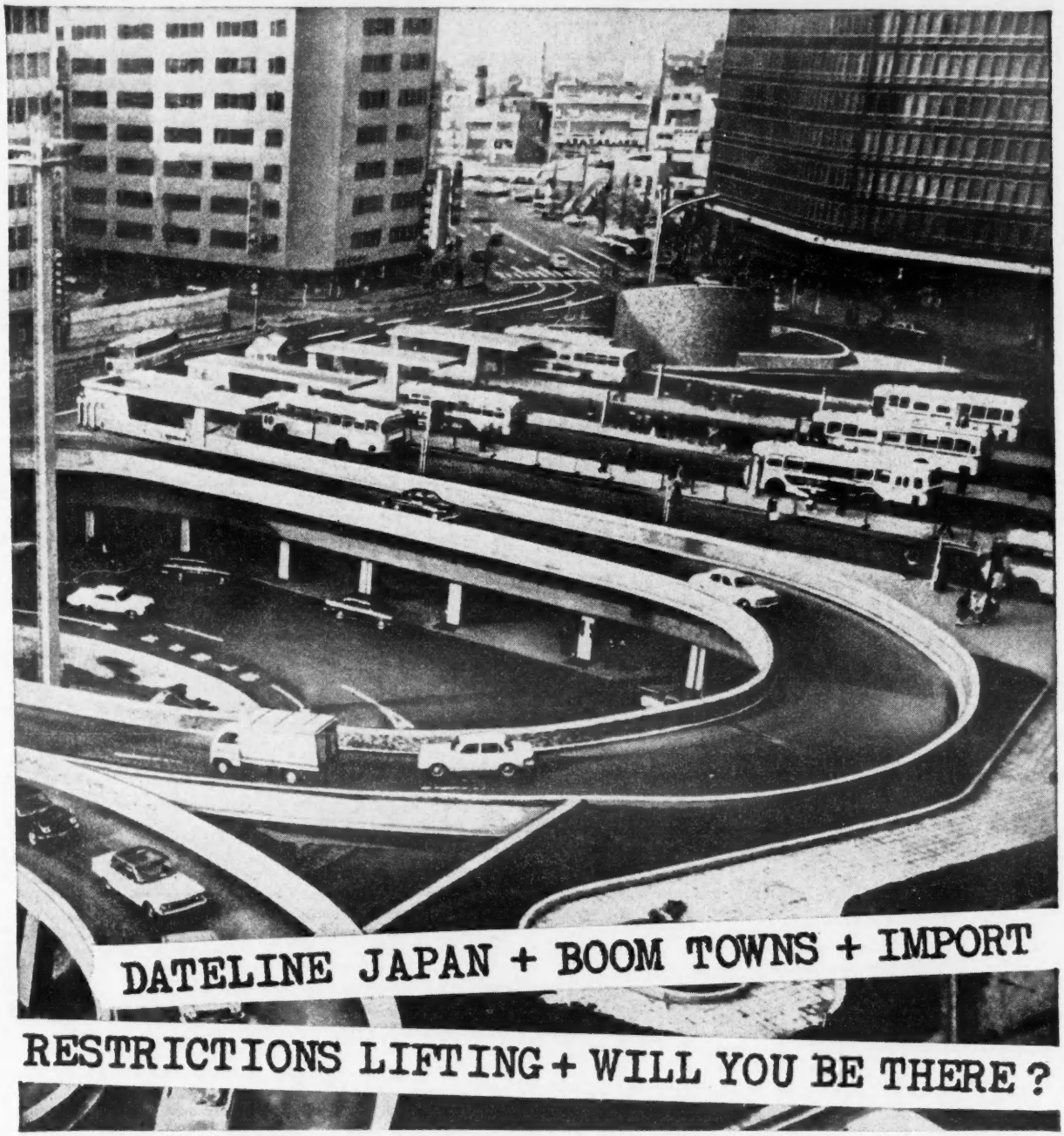

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Hong Kong as a market for British capital goods

By J. K. Blackwell, Senior British Trade Commissioner, Hong Kong

THE RECENT REPORT of Mr. Derek Sawyer, a British Standards Institution engineer, on his six months' investigation of the needs of Hong Kong industry, has examined the opportunities for British machinery and industrial equipment in Hong Kong.

Mr. Sawyer came to Hong Kong under the sponsorship of the BNEC and was seconded to the staff of the British Trade Commission in this Colony. In the course of his six months stay here he visited over 200 of the larger factories in addition to calling on many trade associations, Chambers of Commerce, Government departments and public utility companies. His full report on his impressions of Hong Kong industry can be seen in the offices of the BNEC at 6-14 Dean Farrar Street, London, S.W.1, but briefly the following is the position as he found it.

Hong Kong industry is in the process of radically changing its character. From being a labour intensive industry concentrating on producing a few lines of rather cheap goods, chiefly textiles, low quality garments, footwear and toys, it is becoming, as a result of labour shortages, increasing wages (an average of 15 per cent per annum) and foreign competition, a capital intensive industry using the latest labour saving devices and the most modern sophisticated equipment, and as a result, Hong Kong is now producing high quality goods of great variety. In addition to its traditional products, the quality and variety of which have greatly increased, Hong Kong now manufactures such things as electrical and electronic equipment, transistors, binoculars and cameras, wigs, haute couture fashion, plastic goods of all kinds, pleasure boats, etc., etc.

The Federation of Hong Kong Industries is working very hard to create a better image of Hong Hong products by assisting manufacturers in various ways to improve their standards of production and packaging, through the Hong Kong Management Council, the Hong Kong Productivity Council and Centre, the Hong Kong Industrial Design Council and Centre and the Packaging Council.

Demand for sophisticated machinery

All this means that there is a rapidly increasing demand in Hong Kong for more sophisticated machinery. It is significant that imports of machinery into Hong Kong have nearly doubled since 1968 and are continuing to increase rapidly. During the first six months of 1970 machinery to the value of nearly £82 million was imported compared with just under £95 million for the whole of 1968. The United Kingdom share of this expanding market, however, declined over the same period from about 20 per cent to about 15 per cent. This presents an opportunity but also a challenge to British manufacturers of capital goods, for one fact which impimpressed Mr. Sawyer very strongly – and which in fact impresses, and depresses, every British visitor to a Hong Kong factory – is that most of the old machinery is British but the greater part of the more recently acquired machinery comes from our competitors, especially the Japanese, Americans, Germans and Swiss.

The usual complaints are, of course, heard about British producers' prices being too high, delivery dates too long and delivery promises too often broken, but the report shows up that the main complaint is that too little is known about the latest British machines and equipment either by means of catalogues by post or visits by British businessmen. There are, of course, exceptions and the unfortunate reputation in Hong Kong of British businessmen for not visiting the market has been severely shaken over the last couple of years by the numbers of British trade missions – 14 in 1970 alone – which have visited the Colony, done good business and received considerable favourable publicity.

Nevertheless the number of representatives of the British capital goods manufacturers who come out individually to visit local factories is still considerably less than those of our competitors. For manufacturers of such equipment, this is a market of which British firms have hardly scratched the surface as yet.

Many major projects

Another fertile field for British industry in Hong Kong is that of the many major projects which are at present under consideration. These range from a £400 million underground railway scheme to the apparently never ending construction of resettlement estates and cheap housing generally. Other projects on the drawing boards are schools and technical colleges, hospitals of every kind, office blocks and luxury flats and hotels, roads and flyovers. In addition to the Cross Harbour Tunnel currently under construction other major projects include a new reservoir to contain 60,000 million gallons of fresh water, a desalination plant, a container port, a new post office, more incinerators and new power stations. The telephone, gas, electricity, public transport and postal systems are, of course, constantly expanding.

In a community as thriving and prosperous as Hong Hong, the possibilities for development are almost unlimited and lack of money is hardly a limiting factor. It is disappointing, however, to see, in a British Colony, so many of these valuable orders going to our competitors, often largely for lack of aggressive salesmanship by British firms.

Finally any description of the Hong Kong market for British goods would not be complete without a reference to the consumer goods market which is wide open to British suppliers of almost any product. The prosperity of Hong Kong has meant that all classes have considerably raised their standard of living and goods that only a few years ago were out of reach of many people are now almost considered as necessities. A new middle class has arisen with increasingly western tastes in food, clothing and house furnishing and there is no reason why Britain should not get a substantial share of this valuable market.

Nor must the tourist market be forgotten. Nearly a million tourists visited Hong Kong last year, mainly Americans and Japanese and most of these tourists are heavy spenders. Their tastes naturally vary from luxury goods bought for prestige reasons to cheaper goods which are even cheaper in this virtually tax free territory. Hong Kong still has the reputation for being a shoppers' paradise even though prices are not as low as they once were.

It is satisfactory to note that United Kingdom exports to Hong Kong in 1970 increased by 12 per cent over those for 1969 and produced a total of nearly £100 million. This is no mean achievement in a territory of nearly 4 million inhabitants when one compares this with the £73 million of United Kingdom exports to India, a country of over 500 million.

Also, for the first time for several years the United Kingdom percentage of the Hong Kong market not only did not fall but even increased a little. There are, of course, no grounds for complacency. Hong Kong is a tough market but one which with a bit of perseverence can be a very valuable and expanding one. This seems to have been the experience of the members of the many British trade missions which have visited Hong Kong over the last couple of years. Most of these came to Hong Kong only because it was on the way to Japan but almost without exception they were amazed at the potential of this market for their products.

IMCO moves to cut shipping casualties and pollution

A NUMBER OF important decisions were made at the meeting of the Maritime Safety Committee of the Inter-governmental Maritime Consultative Organization (IMCO) in London during the week March 15-19 which, when put into effect, should help significantly to reduce shipping casualties and marine pollution. The Organization, a specialized agency of the United Nations, was established in 1959 and has, during its history, achieved an outstanding record of co-operation on safety matters between maritime nations.

Recently, in line with an increasing world awareness of the consequences of accidental and deliberate damage to the environment, the Organization has turned its attention increasingly towards the prevention of marine pollution. Work on the prevention of deliberate oil pollution has gone on for many years, but the 'Torrey Canyon' incident was the starting point of a major programme of work on the prevention of accidental pollution. The recent meeting of the Marine Safety Committee has seen some of this come to fruition.

Agreement was reached on a number of important matters. These were to make it compulsory for ships using the existing voluntary traffic separation scheme through the Dover Strait and other similar schemes elsewhere to follow the correct direction of traffic flow; to limit, by the design of the vessels concerned, the amount of oil outflow in the event of the collision or stranding of a tanker; to approve the last volume of an international code relating to the carriage of dangerous goods in ships; to agree a code for the construction and equipment of new ships carrying dangerous chemicals in bulk; and to take more general action, such as an acceleration of the committee's work programme, designed to reduce accidental and deliberate marine pollution.

Traffic separation in the channel

A traffic separation scheme in the Dover Strait, under which vessels proceeding towards the North Sea should keep to the French side and those proceeding towards the Atlantic to the British side, was adopted as a voluntary measure by the Organization in 1967; and a recent survey conducted under DTI's auspices has confirmed the generally held view that over 90 per cent of vessels using the scheme do so correctly.

Recent serious casualties in the Channel, however, and notably the collision between the 'Texaco Caribbean' and the 'Paracas' (which were travelling in opposite directions) have shown that further serious measures are needed, and these reinforced the United Kingdom's view that a proposal should be made to the Organization to have the scheme made compulsory. The proposal met with almost unqualified support from among the other 15 members of the Marine Safety Committee, which took the view that it should be extended to all IMCO-approved traffic separation schemes. As a result, the Assembly of the Organization will be asked to require Member Governments to make it an offence for their flag-vessels to proceed contrary to the recommended traffic flow in such schemes.

Because the Assembly will not be meeting until October and the United Kingdom Government regarded the matter as too urgent for unnecessary delay, it also proposed, and this again was accepted by the Committee, that the Secretary-General should write to all Governments concerned drawing their attention to the committee's recommendation. The countries most affected by traffic through the Dover Strait – the United Kingdom, France and the countries of North Western Europe – will, it is hope, meet together to consider how best co-operation in hydrographic work and such matters as traffic surveys can be achieved and also in making the mandatory routeing as effective as possible by the use of modern techniques for the monitoring of traffic and the identification of offending vessels for action by their flag-states. The Committee also instructed its sub-committee on Safety of Navigation to give priority to United Kingdom proposals to extend the scheme further in both a south westerly and north easterly direction.

It is hoped by all concerned that when the Committee's recommendation to make the scheme mandatory is in full effect, and the necessary 'policing' action is in operation, the risk of collisions in the Dover Strait will be greatly reduced.

Limiting the size of oil tanks in tankers

The second major decision of the meeting was a recommendation that the size of the cargo oil tanks of oil tankers should be restricted so as to reduce the risk of pollution in the event of a breach in the hull resulting from a collision or stranding. At its previous meeting in October the Committtee had recommended to Governments, as an interim measure, that tank sizes in the 'argest tankers should be restricted to a capacity of 50,000 cubic metres for centre tanks and to 30,000 cubic metres for wing tanks. At this month's meeting, after some discussion of alternatives, at which a number of different points of view were expressed, it was finally decided to accept formulae put forward by the relevant Sub-Committee of the Maritime Safety Committee, which related not directly to individual tank capacity, but to likely oil outflow in the event of statistically typical damages arising from a single collision or stranding. The formulae, which take account of the risk of more than one tank being ruptured, are designed to limit oil outflow to 30,000 cubic metres (roughly equal to the same number of tons). In general terms this means that individual centre tanks should not exceed 50,000 cubic metres capacity and wing tanks 22,500 cubic metres capacity.

If adopted by the required two-thirds majority at the October Assembly meeting, the formulae will be put into effect by means of an amendment to the International Convention for the Prevention of Pollution of the Sea by Oil 1954. Needless to say, there was a considerable discussion as to the effective date for operation of the formulae and the final decision recognizing the need to make the anti-pollution measures effective as soon as possible while at the same time taking into account the practical and economic considerations, was

(i) that all tankers to which the Convention applies built under contracts placed after the date of coming into force of the amendment should comply on coming into service.

(ii) that all tankers to which the Convention amendment applies delivered after January 1, 1977; all such tankers of which the building contract is placed after January 1, 1971 *and* which are delivered

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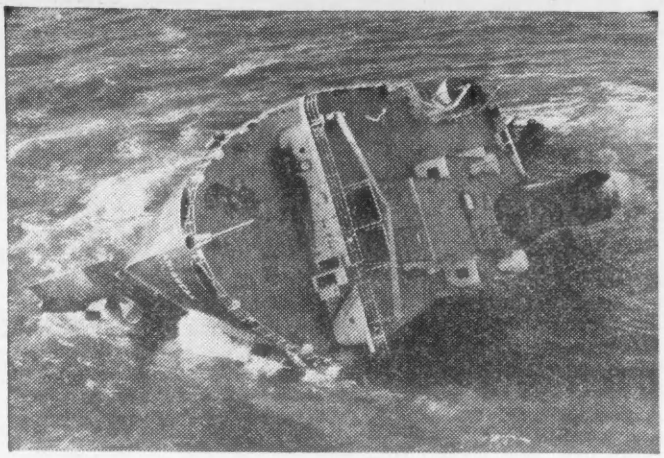


'Texaco Caribbean' – a recent casualty

not later than January 1, 1977; and all such tankers for which no building contract had previously been placed, but of which the keel is laid or a similar stage of construction is reached after June 30, 1972, *and* which are delivered not later than January 1, 1977, should comply within two years of the date of coming into force of the Convention amendment.

Tankers built under contracts placed not later than January 1, 1972 and tankers for which no building contract has previously been placed but of which the keel is laid or a similar stage of building has been reached not later than June 30, 1972 will not be required to comply with the new procedures provided that delivery is not later than January 1, 1977.

The formulae have increasing effect as the size of the tanker concerned rises – which, since it is the possibility of a disaster involving a really large tanker which has given most cause for public concern, meets the general intention. Tankers of less than about 200,000 tons deadweight will be only marginally affected. It was accepted as the price to be paid for the assurance of cleaner seas and shores that the cost of installing additional bulkheads in very large tankers would mean that a small proportion of the sea-transport cost saving expected from the use of such tankers would be forfeited.

The carriage by sea of dangerous goods

A third decision taken by the Committee which has a bearing on marine safety and pollution was the completion of the International Martime Dangerous Goods Code. The final volume, relating to explosives, and representing the culmination of many years' work in reconciling nationally different provisions relating to the safety measures to be taken during their carriage by sea, was approved by the Committee.

Although since the 'Torrey Canyon' incident attention has been focused mainly on the risk of pollution from oil tankers, there has at the same time been an acute awareness of the risks involved in transporting dangerous chemicals in bulk carriers. The Committee's study of this question has culminated in the production of a Code for the Construction and Equipment of Ships Carrying Dangerous Chemicals in Bulk, the final draft of which has now been approved and which will be submitted to the Assembly for adoption.

A marine pollution conference and further measures

Finally, the Committee also decided that the work of its sub-committees on anti-pollution measures should be speeded up with a view to preparing effective proposals to be placed before the Marine Pollution Conference to be held in 1973. The Committee recommended that the Assembly adopted a resolution which would give the Conference the objective of achieving by 1975 if possible, but certainly by the end of the decade, the complete elimination of the wilful and intentional pollution of the seas by oil and other noxious substances. It also expressed the hope that those countries which had not yet ratified the 1969 Amendments to the Convention for the Prevention of Pollution of the Sea by Oil 1954 would take the necessary steps to do so at the earliest opportunity. The Amendments, which are designed to reduce further the deliberate discharge of oil, require legislation by each of the Member States, and the Oil in Navigable Waters Bill, now before Parliament, will enable the United Kingdom to ratify the Amendments. Most other major nations have similar legislation in preparation.

Although the task of eliminating as far as possible the pollution of the seas and neighbouring land by ships is a long and difficult one, the decisions taken by the Maritime Safety Committee were, it was generally felt by those attending it, a useful step in that direction.

The Crowther Report on Consumer Credit breaks new ground

By N. H. Noel, Secretary of the Crowther Committee

Although there have been inquiries from Victorian times onward into specific aspects of consumer credit such as pawnbroking, moneylending and hire purchase, there has never been any previous inquiry into the whole field. The Crowther Report, in this respect, breaks new grounds in the United Kingdom and much of the value that its recommendations may have arises from its comprehensive study of the subject.

Terms of reference

BY ITS TERMS of reference the committee concerned itself primarily with credit to enable goods and services to be obtained by individuals for household, family or personal use, except that credit in the form of mortgage loans for house purchase is not covered. Credit covers both straight loans of money and purchase where there is deferred payment of part or all of the price. Moreover, since in some ways leasing of goods is similar to purchase on credit the committee did go into some of the problems arising from the rental of consumer goods.

One feature of the present law is that it does not clearly distinguish consumer from business credit. For this reason the committee found it necessary to look into both business and consumer credit, particularly in relation to security for credit advanced.

Part One of the Report defines the scope of the inquiry as described above. Part Two outlines the present structure of the consumer credit industry in Britain and gives a short historical introduction. This is the only reasonably comprehensive review of these matters at present available. Part Three seeks to set the industry in its social and economic background, and Part Four summarizes the present state of the law.

In its examination of social and economic policy in relation to consumer credit the committee reached the following conclusions:

(a) that there was no evidence available to suggest that consumer insolvency had reached a serious level in the United Kingdom and that measures to restrict the availability of credit would not therefore be appropriate at present.

(b) that the use of credit to finance consumer expenditure does not, on balance, pose any serious threat to the well-being of the economy, and that on economic grounds there is no case for curbing the development of the consumer credit industry.

Socio-economic policy

From these conclusions the committee drew up the following policy recommendations: The consumer credit industry should be allowed maximum freedom to develop subject to conditions to encourage the maximum of competition within the industry. The consumer's freedom of access to credit should not be restricted, although at the same time an adequate minimum of safeguards should be available to protect him from exploitation by unscrupulous traders and, above all, give him adequate information about such terms of the contract he is invited to enter into as the effective annual rate of interest.

Reform of credit law

In their view of the present state of the law the committee singled out in particular the following deficiencies:

1. The failure to distinguish consumer from commercial loans.
2. The artificial separation between the law relating to lending and the law relating to security for loans.
3. The inconsistency of the law relating to third party rights.
4. The excess of technical detail.

Parts Five and Six set out the committee's views on how the law might be recast to produce more rational results. These two parts make up about one-third of the Report.

The committee conclude that a complete reshaping of the law is required and that further tinkering would make matters worse rather than better. Their proposed new legal framework is based on two fundamental points:

(a) The treatment of all credit, whatever its form – loan, check trading, hire purchase, credit sale and so on, as loan. Where it was linked to sale of specific goods – that would be regarded in law as a sale of cash with a loan equal to the unpaid portion of the price.

(b) The introduction of a uniform basic legal structure for all forms of security interest in personal property.

New Acts

The committee's recommendations for new legislation would involve the enactment of two acts in England and Wales and a comparable pair for Scotland. These Acts would be:

A Lending and Security Act containing provisions applicable to credit transactions in general.

A Consumer Sale and Loan Act containing additional provisions applicable to consumer credit transactions in the interests of consumer protection.

The enactment of these proposed acts would involve repeal of the present Hire Purchase, Moneylenders, Pawnbrokers and Bills of Sale Acts and the amendment of several other acts.

The proposed Lending and Security Act would cover the loan aspect of all credit transactions (other than loans on the security of land). The forms of transaction embraced by the Act would include unsecured loans; the loan aspect of all instalment sales, revolving credits, check trading and credit cards; hire purchase and conditional sale agreements, finance leases; mortgages and charges of goods, documents and intangibles, and pledges of goods and documents. Its main feature would be the creation of an effective and flexible system for taking security interests in personal property mainly for use in commercial transactions.

On the consumer protection side the aim of the proposed Consumer Sale and Loan Act would be to apply to all consumer credit transactions the sort of protection at present applied by the Hire Purchase Acts 1965 to hire purchase transactions.

Consumer transactions

Broadly speaking, consumer transactions would be defined in two categories: (i) A loan to an individual of £2,000 or less and at a rate of interest more than 2½ per cent above Bank Rate. (ii) All sales of goods and services to an individual where £2,000 or less of the price was to be paid by three or more instalments.

Rental agreements with an individual would also be covered where the following conditions applied: (a) The rental period exceeded three months and (b) the rental payment to which the hirer is committed in the agreement is under £2,000.

The consumer protection proposed prior to entry into contract would cover advertising of credit terms, the use of door-step canvassers, the information to be given in contract documents, the legibility of the documents and disclosure of the true cost of credit. In the latter case the cost should be the total finance charge and would have to be shown as an effective rate per annum.

In relation to the actual contract the committee do not support the fixing of a legal ceiling on interest rates. However they do propose that the existing arrangements for review by the courts

of contracts which are 'harsh and unconscionable', and which at present only apply to moneylenders' contracts, should apply to all credit contracts.

In many transactions for the purchase of goods on credit the provider of the credit is a separate entity from the actual seller, although introduced to the buyer by the seller. Under the existing Hire Purchase Act the provider of such a connected loan is liable with the seller for such matters as the quality of the goods. The committee propose to extend this to all consumer credit transactions and also to make the lender rather than the seller liable for misrepresentation relating to the goods, and defects of title, fitness and quality, but with a right of indemnity from the seller.

Protection after sale would include a right of cancellation where the contract was signed elsewhere than on the seller or lenders trade premises, a right to a rebate where the debtor settled ahead of time. Where security in the goods was taken by the seller, the debtor would have a right to any excess between realized price and actual outstanding debt if the goods were sold to clear that debt. In addition, in the interest of the debtor, the law would provide that actions for recovery of debt under the Consumer Sale and Loan Act should always be in the County Court for the district in which the debtor resided.

Consumer Credit Commissioner

Part Seven recommends the appointment of a Consumer Credit Commissioner. He would be responsible for licensing all credit guarantors and intermediaries in the consumer credit industry and for administering the law on credit. Those guilty of persistent violation of the consumer protection arrangements would be liable to loss of their traders' licences to give credit.

The Consumer Credit Commissioner would be provided with powers of investigation into possible infringement of the law and would hold a general watching brief over the consumer credit industry.

Part Eight sets out the committee's views on the statutory control of the size of initial deposits and the length of repayment periods for hire purchase and credit sale agreements on a range of consumer goods. The committee conclude that the amount of consumer expenditure so controlled is a very small percentage of total consumer expenditure. In addition the difficulties that the control creates for a few industries and the inequities it gives rise to, both as between different forms of credit and different categories of consumer, cannot be justified in terms of its use as a means of controlling demand in the economy. Their recommendation, therefore, is that terms of control should be ended and the powers to impose it repealed.

In Part Nine the committee look at some possible future developments in consumer credit in Great Britain and the problems that may arise. These include the possible swing over to loans based on personal credit-worthiness, with the growth of credit rating bureaux with dossiers on large numbers of individuals' creditworthiness, and with all the problems in relation to personal privacy that this may bring. The committee also envisage the possibility that the banks may come to play a bigger role in consumer instalment credit, and the fact that mutual credit associations on the lines of the American Credit Union may establish themselves in Britain.

Finally, among the appendices are four which seek to bring together some background information on matters relating to consumer credit. Appendix II, by far the largest, discusses the statistical material available over the whole field of consumer credit and related matters. Appendix IV looks at the mathematics of interest rate calculations; Appendix V gives a synopsis of the law relating to consumer credit enacted in Britain since Stuart times; and Appendix VI is an attempt to compile a bibliography of books and articles on consumer credit in English.

Background note:

The report of the Crowther Committee on Consumer Credit was published on March 24. Copies of the report (Cmnd 4596) may be obtained from HMSO, 49 High Holborn, London, W.C.1 and all branches, price £3.40. Copies of the surveys made on the committee's behalf by NOP Market Research Ltd. may be obtained from the library of the Department of Trade and Industry, 1/19 Victoria Street, London, S.W.1, price £15.00 per set.

The terms of reference of the committee, announced in July 1968, were as follows:

i. to inquire into the present law and practice governing the provision of credit to individuals for financing purchases of goods and services for personal consumption;
ii. to consider the advantages and disadvantages of existing and possible alternative arrangements for providing such credit, having regard to the interests of consumers, traders and suppliers of credit including depositors;
iii.. to consider in particular whether any amendment of the Moneylenders Acts is desirable; and
iv. to make recommendations.

GOVERNMENT TO STUDY RECOMMMENDATIONS ON CONSUMER CREDIT

The Government will carefully study the conclusions of the report of the Committee on Consumer Credit, including the recommendation that 'terms of control' over hire purchase transactions should be abolished. This undertaking was given on March 24 by Mr. John Davies, Secretary of State for Trade and Industry, in reply to a written Parliamentary Question.

'I am most grateful,' he said, 'to Lord Crowther and his colleagues for the thorough and conscientious way in which they have carried out their task and for all the hard work they have put into their Report.

'This is the first comprehensive official review of the whole area of consumer credit ever undertaken and will be of the utmost value The conclusions of the Report will be carefully studied by the Government, including, of course, the recommendation that "terms control" over hire purchase transactions should be abolished.

'The various laws regulating the rights of lenders and borrowers in consumer credit transactions are widely recognized to be in need of reform. Before the Government comes to a view on many of the committee's recommendations, we should wish to have extensive consultations with the interests concerned. These consultations will take some time but will begin immediately. I shall welcome the views of all interested parties.'

Leeds Polytechnic computer aided design terminal

A TERMINAL to the Department of Trade and Industry Computer Aided Design Centre, Cambridge, is being used by Hudswell-Badger (Development Division) for the design and simulation of a control system, a feature of a civil engineering plant under development.

The terminal being used is located at Leeds Polytechnic and has been made available for use by firms in the area who wish to use a computer to help solve their design problems.

The electro-hydraulic control system is used for the positioning of an earthworking implement in the presence of high soil forces. The system incorporates a fixed output pump with a simple three position flow control valve. Factors being considered include hysteresis in the position sensing element, structural flexing and reflected loads from the tractor moving implement.

The CAD Centre has a unique and powerful system especially suitable for engineering applications on-line and a range of terminals including storage tube display and satellite computers can be connected.

Butter import quotas 1970/71

OWING TO further shortfalls during 1970/71, the following additional quantities of butter are being licensed for immediate delivery:

Canada	1,500 tons
Netherlands . . .	500 tons

Background note:

During the current quota year there have already been two reallocations of shortfalls. In November 1970, 5,000 tons, and in January 1971, 12,000 tons were reallocated.

New address for Custodians of Enemy Property

THE ADDRESS of the Custodians of Enemy Property for England, Scotland and Northern Ireland from March 22, 1971, is as follows: The Custodian of Enemy Property, Department of Trade and Industry, Pembroke House (Room 512), 40-56 City Road, London, E.C.1 (Tel. 01-253 9933, Ext. 53).

EEC 'a gigantic success story'

– Mr. Geoffrey Rippon

THERE CAN BE no stability in Europe, and no strong Europe, until Britain joins the Community, the Chancellor of the Duchy of Lancaster, Mr. Geoffrey Rippon, said at a luncheon given by the European Review in London on March 23. Mr. Rippon was the last in a series of speakers taking part in a press briefing: 'Britain and the Common Market: The case against not joining'.

'No unified and effective European voice in foreign policy will be heard until the Community is enlarged,' said Mr. Rippon. 'In defence policy where we Europeans desperately need, for our security, and that of our children, to find new methods of working together within the Alliance, progress will be very difficult outside the enlarged Community. In other fields, such as aid to the developing world, industrial and financial policy, there will never be an effective European strategy without enlargement.

'Practical men have no doubt that the Community confers enormous opportunities on its members. Certainly the people of the Six are convinced that their continuing high growth rates, and growth in living standards, owe much to the Community. We must remember that before the Community was established in 1958 they had just the same fears about the enterprise as many British people have today.

'The Community has been a gigantic success story for its members. It holds out the immense potentialities for Britain. The market of the enlarged Community would be easily our biggest market. We expect it to cover most of Western Europe in one way or another. We expect it to cover all the countries of EFTA through the membership of the four applicants and through arrangements with the remainder who do not seek full membership. This combined EEC/EFTA market holds out tremendous growth opportunities for Britain.

'Personally I believe that British products will compete. I see no reason to doubt that British workers and managers, can compete successfully with their counterparts in France, Germany, Italy or elsewhere in Western Europe.

'The opportunities which enlargement would create for us all cannot be properly exploited if Britain remains outside. It is now fashionable to play down the importance of tariffs. But the Common External Tariff against our excellent buses and trucks is 22 per cent, against our plastics 16 to 20 per cent, against our carpets 24 per cent, and against our shoes 20 per cent.

'And tariffs are only part of the story. The economic environment of the Community will grow steadily more unified, and Britain will find herself increasingly at a disadvantage if she has to operate from outside.

'I am not saying – I have never said – that Britain has no choice but to enter the Community. If fair terms are not available, we must remain outside, and there we will survive as we have always done.

'The vital fact to grasp is that Britain must change tremendously over the next decade – whether we join or not. It is foolish and dangerous to suppose that the British people have no choice between painful growth on the one hand and happy drift on the other.'

Educating management in computers

'COMPUTERS IN BUSINESS', a series of nine 25-minute colour films to be broadcast by the BBC, will aim to promote more effective and profitable business use of computers and to help bridge the gap between 'company people' and 'computer people'. The series will be screened on BBC-1 on Sundays at 9.35 a.m. and on BBC-2 on Thursdays at 6.35 p.m., during the period April 18 to June 13. Primary targets of 'Computers in Business' are directors, managing directors and line managers in commerce and industry, but the series will also interest business school and technology college students. A book called 'Computers in Business – 101 Points for Managers', has been written by National Computing Centre to accompany the series. Shortly after their first transmission on BBC TV, the firms will be available in 16 mm on hire from the Central Film Library.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room* 437, *Department of Trade and Industry,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext* 2653/6) *and not to HMSO.*

Mr. Michael Noble, Minister for Trade, seen with Monsieur Janusz Hrynkiewicz, First Deputy Chairman of the Committee of Science and Technology, Poland, and Doctor M. Dobrosielski, the Polish Ambassador, when they visited the Department of Trade and Industry.

Future plans for staffs of Investment Grants Offices

PLANS TO FIND alternative work for the staffs of Investment Grants Offices were announced by Mr. John Davies, Secretary of State for Trade and Industry.

In a written Parliamentary reply, the Secretary of State said:

'Because of the run-down of investment grants work, I have reviewed the plans for dispersing some of the Department's accounts and insolvency work to South Monmouthshire in the mid-1970's. The accounts work will now go to Billingham, where little alternative Government work is available, and the insolvency work to Cardiff. Both moves will be brought forward to 1972/73 to phase in with the run-down of the investment grants work.

'In addition the build up of the Business Statistics Office at Newport will provide further work for staff from the Cardiff Investment Grants Office. Some posts planned at Liverpool in the Ministry of Aviation Supply have also been identified for some of the Investment Grants Office staff at Bootle. Consultations are continuing with the Civil Service Department and other Government Departments to find as many local posts as possible for the staff of the Investment Grants Offices.'

Background notes:

The Government's decision to end the investment grants scheme was announced on October 27, 1970. Claims for grants will continue to be received under the old scheme for some time, however, and the run-down of the work will, therefor, be a gradual process, probably starting about the end of 1971.

There are five Investment Grants Offices located at Southend, Cardiff, Billingham, Bootle and Glasgow, employing about 1,000 staff in all.

The accounts work to be transferred to Billingham will employ about 130 staff, including typists and messengers, almost exactly the same numbers as are currently employed at the IGO. A few staff will be transferred with the work from London, however, and the grades within the 2 complements do not precisely match. It will be necessary, therefore, to continue to try to find other local posts for some of the staff of the IGO.

About 280 staff are currently employed at the Cardiff IGO compared with the staff requirement for the insolvency work of about 150, including typists and messengers. Substantial numbers of posts for the staff of the Cardiff IGO will also be made available as the Business Statistics Office builds up at Newport.

Official appointments

THE SECRETARY of State for Trade and Industry has authorized the following appointments:

Councillor E. T. Lea, of Sutton Coldfield, and Mr. R. M. Carver, of Pattingham, to be members of the West Midlands Gas Consultative Council.

Mr. Ernest Jones to be a member of the Welsh Industrial Estates Corporation.

Council of Industrial Design Awards for capital goods, 1971

The 1971 CoID Design Awards for capital goods, announced today, March 31, have been won by the manufacturers of a contractors' pump, a system for automating the drawing office, two grinding machines, a tensile testing instrument, two spectrophotometers, and a photographic research microscope. The Duke of Edinburgh will present certificates to the award-winning manufacturers at a ceremony at the Royal Mint, Llantrisant, on May 21.

The six award winners were selected from 177 submissions for achieving significant economic and technical advances in conjunction with ease of use and appropriate appearance.

The award winners are:

Grinding machines – 'BX' cylindrical grinder and 'HBX' internal grinder: made by Churchill Machine Tool Company Ltd., Altrincham; designed by maker's design team.

Automatic draughting system: made by Ferranti Ltd., Edinburgh; designed by Information Group and Industrial Design Unit of Ferranti Ltd.

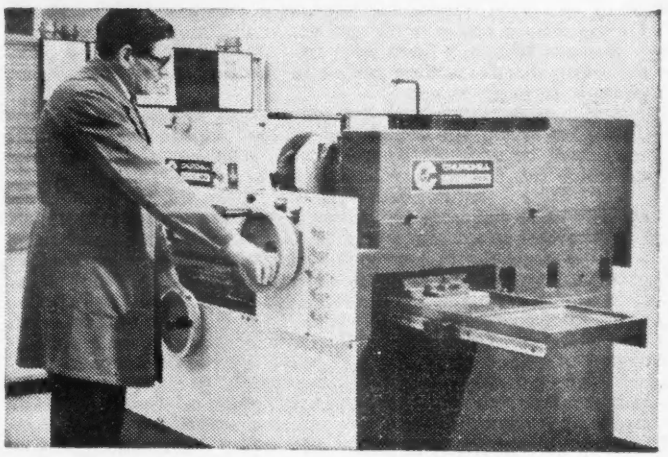
Tensile testing instrument – model '1026': made by Instron Ltd., High Wycombe; designed by maker's design team (consultant industrial designer: Roy Gray of the Woodhuysen Design Group, London).

SP1000 Infrared Spectrophotometer and SP1800 Ultraviolet Spectrophotometer: made by Pye Unicam Ltd., Cambridge; designed by maker's design team (consultant industrial designer: Howard Upjohn of London and Upjohn, Berkhamsted).

3 in. 'Spate' pump: made by William R. Selwood Ltd., Chandlers Ford; designed by maker's design team.

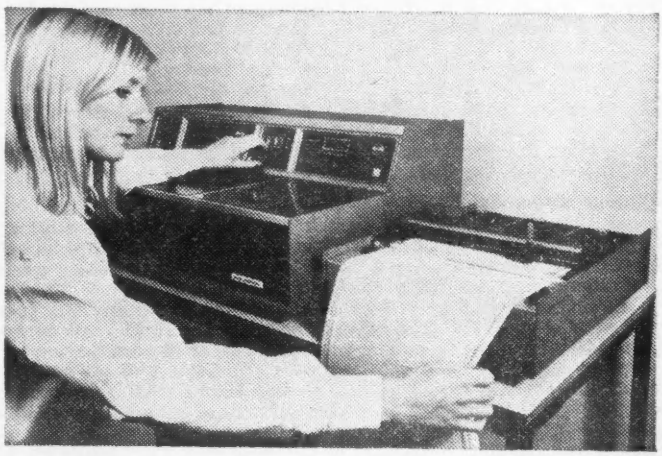
'M41 Photoplan' research microscope: made by Vickers Ltd., Vickers Instruments, York; designed by maker's design team (consultant industrial designer: Noel London of London and Upjohn, Berkhamsted).

Chairman of the judging panel for the capital goods section of the 1971 CoID Design Awards was Dr. Alexander Moulton, managing director of Moulton Developments Ltd. The capital goods awards scheme covers all classes of industrial machinery, electrical and electronic equipment, scientific instruments, medical equipment, and industrial and commercial road and rail transport. To be eligible, products must have been designed and made in Britain and have been in satisfactory use for a year.



The 'HBX' internal grinding machine is the result of a thorough value analysis programme which has enabled a stable price to be maintained while improving performance. Control groupings were arrived at after a considerable study which included discussions with ergonomic experts and operators, experiments with scale models, and the use of light trace photography to show the movement of the operator's hands in using the machine.

The 'Spate' pump uses a unique induced flow principle which more than doubles the output compared with a normal reciprocating pump. The pump is smaller and lighter than conventional equipment and is versatile in use. It has coped successfully in the most extreme conditions and requires very little maintenance. Picture shows the pump being used at high pressure for vehicle washing.



The SP1800 ultra-violet spectophotometer was designed as the first of a modular range of instruments and accessories which enables customers to buy anything from a basic general-purpose analytical instrument to a sophisticated automatic computer-compatible analytical system. Picture shows the SP1800 being used with the separate AR25 recorder.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors of exhibition stands overseas are also acceptable.*

Channel Tunnel—a new phase begins

MONSIEUR JEAN CHAMANT, French Minister of Transport, visited London on March 23 for talks on the Channel Tunnel with Mr. John Peyton, Minister for Transport Industries.

The talks were held at Lancaster House, where M. Chamant and the French Ambassador, Baron de Courcel, were entertained at lunch and where the two Ministers later held a joint meeting with British and French representatives of the international private group which in 1970 submitted proposals to the two governments for the finance and construction of a rail Channel Tunnel.

The two Ministers have since announced that they have chosen the group for the further pursuit of the project and that the next phase is to begin at once.

The two Ministers and the group have agreed the Heads of Terms on which the completion of final studies and preliminary works will be undertaken, and the basis for negotiating the terms on which the Tunnel could subsequently be built and operated.

The Tunnel would be financed partly from private risk-capital (10-30 per cent) and partly by government-guaranteed debt. Private-sector companies set up by the group in Britain and France would arrange the finance and construction, hand over the completed Tunnel to the operating authority and be remunerated from its revenues. The companies would receive a share of profits and a degree of control over the commercial policy of the tunnel related to the degree of risk they assumed, subject always to a sufficient degree of public control to safeguard the public interest.

For the meantime, the group have agreed to make an immediate start, at their own expense, on the first phase of these final studies, lasting one year. The two governments would buy these studies from the group, at cost, if, for any reason, the governments and the group should be unable to enter into a formal agreement covering the next stage of the project.

On present estimates the final decision to build the Tunnel would be taken in 1973, with the Tunnel coming into service in 1978.

CHANNEL TUNNEL: MEMBERSHIP OF THE PRIVATE GROUP

The Channel Tunnel Co. Ltd.	Campagnie Financière de Suez et de l'Union Parisienne
The Rio Tinto-Zinc Corporation Ltd.	Compagnie du Nord
Morgan Grenfell & Co. Ltd.	Banque Louis-Dreyfus
Robert Fleming & Co. Ltd.	Banque de Paris et des Pays-Bas
Hill Samuel & Co. Ltd.	Banque Nationale de Paris
Kleinwort, Benson Ltd.	Crédit Lyonnais
British Railways Board	Société Générale
S. G. Warburg & Co. Ltd., Morgan Stanley & Co.	Banque de l'Union Européenne Industrielle et Financière
The First Boston Corporation White, Weld & Co. Ltd.	Crédit Commercial de France SNCF

Background note:

In 1961, the British and French Ministers of Transport set up a joint working party of officials to report on two specific proposals from private interests for a fixed Channel crossing – one for a rail tunnel and one for a road and rail bridge.

In 1963, a Joint Report by British and French officials was published (Cmnd 2137). The officials concluded that the rail tunnel was preferable on economic grounds both to the bridge and to continued reliance upon existing means of transport by sea and air; and that the rail tunnel project should be pursued. This project would link the railways of both countries at points near Folkestone and Calais.

As at present envisaged, the complete new link would have a length of some 39 miles including 33 miles of tunnel, 23 miles of which would be under the sea. There would be two rail tracks with crossovers and a separate service tunnel. The internal diameter of each tunnel would be sufficient to accommodate both British and Continental railway rolling stock and also specially-designed roll-on roll-off car ferry trains. The trains would be electrically powered by the 25,000 volt overhead system.

The tunnel would provide two basic types of service. The first would be a ferry system, running between the tunnel terminals, for private cars and all other road vehicles, which would be driven onto the trains at one end and driven off at the other. In this way the Tunnel would effectively link the road systems of Great Britain and the continent of Europe. The second basic service would be the 'through' rail link for use by passenger trains, goods trains (including container trains) and car-carrying trains between railway centres throughout Britain and the Continent.

In 1964, the British and French Governments commissioned an extensive geological and geophysical survey of the Straits of Dover in order to assess in more detail the engineering implications of building a Channel Tunnel. The first analysis of this survey in 1966 confirmed the technical feasibility of the project. Revised cost and revenue estimates were also made and these indicated that investment in the project should show a satisfactory return. In July 1966, the then Prime Ministers of Britain and France (Mr. Wilson and M. Pompidou) announced the decision of the two Governments to seek a mutually acceptable arrangement for its provision.

In July 1970, proposals for finance and construction of a rail tunnel were received from an international group.

On January 27, 1971, in answer to questions in Parliament, Mr. John Peyton, Minister for Transport Industries stated: 'I met M. Chamant, the new French Minister of Transport last week and discussed with him the Channel Tunnel project and the proposals for its finance and construction put forward by the private international group last July. Both Governments will now discuss the proposals and possible modifications of them with the group before reaching conclusions. We shall be discussing with the group also how an early start can be made on the further studies which must precede the final decision on the project itself.'

The meeting on March 22 has formed part of these discussions.

The final decision whether to go ahead with construction or not would require new up-to-date estimates of cost, traffic and revenue which would emerge from the further studies; and these results could take two years or more to emerge. If the decision were in favour of going ahead, the project might then take four or five years to build, coming into operation about 1978 at the earliest.

Before any final decision to build were taken, the various points of agreement would need to be embodied in an Anglo-French treaty and all necessary legislation passed. Thus the Tunnel cannot be built without Parliament's approval. For interim purposes, however, the Transport Act 1968 gives power to acquire by agreement properties which would be required for the project from owners who find themselves affected by uncertainty.

After extensive local consultation, the previous Government announced in July 1969 that if the project went ahead, the ferry terminal site on the British side would be at Cheriton, near Folkestone.

On March 25 1971, Mr. Peyton announced the appointment of Sir Eugene Melville to a new post as Special Adviser on Channel Studies in the Department of the Environment.

The Import Duties (Temporary Exemptions) (No. 3) Order 1971

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 3) Order, 1971 (SI 1971 No. 445).

This Order provides that dried chicory root shall be temporarily exempt from import duty until May 4, 1971.

The Order comes into operation on March 22, 1971 and has been published as Statutory Instrument 1971 No. 445.

Copies of the Order are available from HMSO, 49 High Holborn, London, W.C.1 and branches (price 2p) or by post from HMSO, PO Box 569, London, S.E.1 (price 4½p).

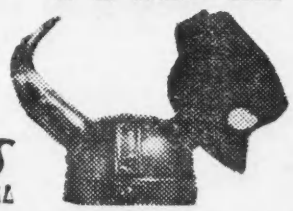
EFTA PUBLICATIONS

'Compulsory Technical Regulations – List of competent bodies in EFTA Countries'. This 44-page booklet lists the competent national authorities in each EFTA country to which traders should write to obtain information regarding technical regulations. The lists have been compiled on the basis of data provided by national administrations and comprise a commodity index accompanied by the name and address of the appropriate body to which application should be made.

Copies of 'Compulsory Technical Regulations' and other EFTA publications including the Association's regular EFTA Bulletin are available free of charge from the EFTA Information Centre, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext 2479, 2480).

SAS FREIGHT WORLD-WIDE

Call your SAS authorised Freight Agent or London–01 734 0242, Bristol–0272 292139, Birmingham–021 643 4778/9, Leeds–0532 26713, Manchester–061 832 8431, Newcastle–0632 21544, Glasgow–0292 79822 (ext. 2095/6), Dublin–43346/7.



SAS SCANDINAVIAN AIRLINES
GENERAL AGENT FOR THAI INTERNATIONAL

Wire and fibre ropes reference to Monopolies Commission

MR. JOHN DAVIES, Secretary of State for Trade and Industry, asked the Monopolies Commission on March 23, to investigate and report on the supply and exports of (i) wire rope and (ii) rope and cordage of natural and man-made fibres. A copy of the reference is reproduced below:

The Monopolies Commission have been asked to investigate whether monopoly conditions exist and if so whether they operate against the public interest. Any person or organization wishing to offer evidence in relation to this matter should write to The Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, NW1 4QU.

Background notes

The Department are empowered to make references to the Commission in any case where it appears to them that monopoly conditions prevail. Some of the more important examples of monopoly conditions defined in the legislation are:

(i) Where at least one-third of all the goods of a particular description which are supplied in the United Kingdom are supplied by, or to, one firm, or two or more firms forming part of a group;

(ii) where several firms, who together supply one-third or more of of goods of a particular description, are so conducting their affairs as to restrict competition whether between themselves or others in the supply of the goods in question (except where they are doing so in pursuance of an agreement which is regis trable under the Restrictive Trade Practices Act, 1956, and so susceptible to examination by the Restrictive Practices Court)

(iii) in the case of the export of goods, where at least one-third of all the goods of a particular description produced in the United Kingdom are produced by one firm.

The decision to make a reference to the Monopolies Commission does not in any way prejudge the question whether or not any aspect of the monopoly conditions or practices operates against the public interest. It is for the Monopolies Commission to consider where the public interest lies in the light of a thorough investigation into the facts.

The Monopolies Commission already have the following monopoly references before them:

(a) Fire insurance
(b) Asbestos and certain asbestos products
(c) Starch, glucose and modified starches

THE MONOPOLIES AND MERGERS ACTS 1948 and 1965

Reference to the Monopolies Commission

WIRE AND FIBRE ROPES

Whereas it appears to the Secretary of State that it is or may be the fact that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 as amended by the Restrictive Trade Practices Act 1965, and the Monopolies and Mergers Act 1965, applies prevail as respects:

(a) the supply in the United Kingdom and
(b) exports from the United Kingdom

of each of the two following descriptions of goods, that is to say:

(i) wire rope and
(ii) rope and cordage of natural and man-made fibres.

Now, therefore, the Secretary of State in exercise of his powers under Section 2 (1) of the said Act of 1948, as so amended, hereby refers to the Monopolies Commission for investigation and report the matters of such supply and of such exports of each of the two descriptions of goods hereinbefore specified.

The Commission shall as respects each of these matters investigate and report:

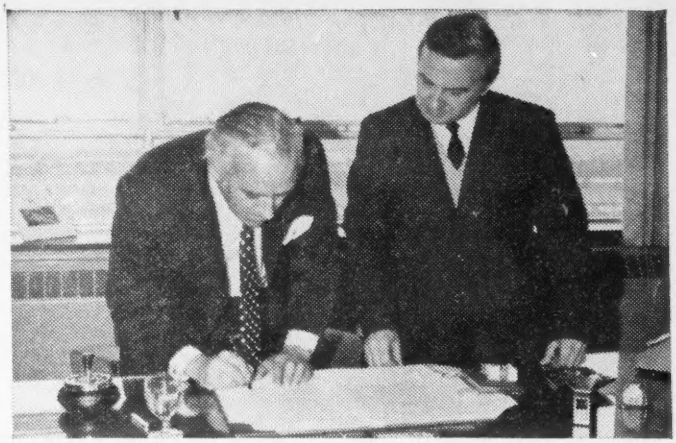
(a) whether the conditions to which the said Act, as amended, applies in fact prevail and, if so, in what manner and to what extent;

(b) on the things which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions; and

(c) whether the said conditions or all or any of the things done as aforesaid operate or may be expected to operate against the public interest.

Dated this 23rd day of March, 1971

C. E. COFFIN,
Under Secretary,
Department of Trade and Industry



An order valued at £9,000 was won by Zerolit Ltd., London, when Mr. V. G. Bunin, commercial officer of the trade delegation of the USSR in the United Kingdom, visited Zerolit recently and signed an order for 10 Zerolit mixed bed packaged demineralizing plants. The order is the result of earlier negotiations during the Chemistry 70 Exhibition, Moscow, where Zerolit exhibited in the British pavilion. Pictured are Mr. A. Spriggs (left), marketing director of Zerolit Ltd., with Mr. V. G. Bunin.

Applications for temporary exemption from import duty

THE DEPARTMENT OF TRADE AND INDUSTRY are considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 14.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.13	Dithranol	As in previous column	December 31, 1971	13578

Correction:

The proposed definition for tariff purposes of Colistin sulphomethate (*Trade and Industry*, March 10, page 514) should read Colistin sulphomethate sodium (29.44).

Department of Trade and Industry registries available to members of the public

PUBLIC SEARCHES in relation to proceedings in Bankruptcy and Deeds of Arrangement can be made (between the hours of 10 a.m. and 4 p.m.) as follows:

(i) **Bankruptcy in England and Wales**
Victory House, Kingsway, London, WC2B 6JB (Tel. 01-405 7641, Ext. 707). Search fee payable 25p.

(ii) **Deeds of Arrangement**
Gavrelle House, 2-14 Bunhill Row, London, EC1Y 8LL (Tel. 01-606 4071, Ext. 125). Search fee payable 13p.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	March 10, 1971	
1,027,530	Vlastimir Davidovic	Gas turbine cycle improvements
1,091,621	Vlastimir Davidovic	High efficiency regereratively cooked gas turbine engines
1,146,948	International Standard Electric Corporation	Time division multiplex channel pulse distributor
1,115,533	International Standard Electric Corporation	Rotary switch
1,164,517	International Standard Electric Corporation	Electromagnetic reed relay
	Msrch 11, 1971	
939,978	Standard Telephones & Cables Ltd.	Frequency modulation transmitters
1,050,427	Standard Telephones & Cables Ltd.	Electrical deflection circuits for cathode ray tubes
1,091,928	Standard Telephones & Cables Ltd.	Electrical deflection circuits for cathode ray tubes
1,112,834	Standard Telephones & Cables Ltd.	Barrier-layer rectifiers
1,137,026	International Standard Electric Corporation	Electrical switch
1,157,712	International Standard Electric Corporation	Automatic sorting system
1,187,276	International Standard Electric Corporation	Image correlation device
	March 16, 1971	
1,083,268	Les Filatures du Sartel-Felix Watine & Fils	Sheath for sewing-thread reels
1,101,215	Agfa-Gevaert Aktiengesellschaft	Photographic material for the silver dye bleach process
966,004	United States Atomic Energy Commission	Method of dissolving plutonium

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller.

The Patents Office

French broccoli and cauliflowers

THE DEPARTMENT of Trade and Industry have revoked the provisional charge to anti-dumping duty imposed on March 11, 1971, on French broccoli and cauliflowers.

An investigation of the application for anti-dumping measures on these products has established that by far the greater proportion of imports were not dumped and that the proportion imported at dumped prices was not of such significance as to cause or threaten material injury to the United Kingdom industry.

All deposits collected under the Anti-Dumping (Provisional Charge to Duty) Order 1971 on imports of French broccoli and cauliflowers since March 11, 1971, will be refunded by HM Customs.

Copies of the revocation Order – the Anti-Dumping (Provisional Charge to Duty) (Revocation) Order 1971 – will be obtainable from HM Stationery Office.

Mr. Charlish heads new Minerals, Metals and Electrical Engineering Division

THE DEPARTMENT of Trade and Industry has transferred sponsorship of the electrical engineering industry to a newly organized Minerals, Metals and Electrical Engineering Division, headed by Mr. D. N. Charlish. Within the division, Mr. J. A. Roberts continues to be responsible for the branch sponsoring the electrical engineering industry (except computers and electronics) and Mr. P. Wilkinson for the sponsorship of the electrical wire and cable industry.

The Division can be contacted at the Department of Trade and Industry, Thames House South, Millbank, London, S.W.1 (Tel. 01-222 7000).

Visits by British overseas commercial representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

		Available	In present post since
AUSTRALIA (Sydney)	T. GRADY, MBE First Secretary (Commercial)	June	April 1969
BELGIUM (Brussels)	P. M. S. CORLEY First Secretary (Commercial)	June	January 1969
FINLAND (Helsinki)	A. H. BANKS Second Secretary (Commercial)	June/July	May 1969
JAMAICA (Kingston)	A. WOLSTENHOLME Second Secretary (Commercial)	June	November 1969
MALAWI (Blantyre)	R. S. HOWE Second Secretary (Commercial)	June	November 1968
SUDAN (Khartoum)	J. G. DOUGLAS Second Secretary (Commercial)	July	May 1970
YUGOSLAVIA (Belgrade)	G. C. GULLAN First Secretary (Commercial)	June	October 1969

British firms and organizations, including those in the areas covered by the Department of Trade and Industry offices for the Eastern Region and London (E, EC, N and WC), and the South Eastern Region and London (NW, W, SE and SW), which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Department of Trade and Industry Regional Director stating the nature of the problem and commodities involved. (The Department's Regional Offices together with the areas covered and the appropriate office for Northern Ireland were listed on page 445 of *Trade and Industry* of March 3, 1971.) Those firms and organizations other than in the London-based Regions mentioned above, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Department of Trade and Industry, Room 469, 1 Victoria Street, London S.W.1.

Because visiting officers often have only limited time at their disposal it may not always be possible to arrange an interview Where it is not possible, firms are reminded that the Export Services Division of the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade and Industry or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

Aviation and Shipping

Prevention of oil pollution

LAST YEAR 2,556 inspections of ships to ensure that they complied with the requirements of the Oil in Navigable Waters Act were carried out by Department of Trade and Industry surveyors.

There were 74 prosecutions by harbour authorities and three by the Department of Trade and Industry during the year for unlawful discharges of oil, resulting in a total of 74 convictions.

A new Oil in Navigable Waters Bill to enable the United Kingdom to accept the 1969 amendments to the 1954 Oil Pollution Convention and to strengthen existing legislation against oil pollution in navigable waters was introduced into Parliament during the year.

These developments are described in the Department's annual report to Parliament (laid before Parliament on March 24) on the exercise and performance of its functions during the calendar year 1970 under the Oil in Navigable Waters Acts 1955 and 1963.

Prosecutions

Of the 74 convictions, 34 related to offences by ships registered in the United Kingdom and 34 offences by ships of foreign flags. The other five concerned discharges of oil from installations on land. Fines imposed totalled £17,180 from which 12 awards were made totalling £1,744. Forty-two were made towards the cost of removing the pollution.

The table below compares the number of inspections of ships by surveyors of the Department of Trade and Industry and the number of prescutions for oil pollution offences in 1970 with the number in previous years. The figures in brackets show the number of prosecutions initiated by the Board of Trade/Department of Trade and Industry.

	1966	1967	1968	1969	1970
Inspections by surveyors	2,235	2,492	2,524	2,267	2,556
Prosecutions undertaken	53 (—)	62 (—)	64 (—)	80 (3)	77 (3)
Prosecutions successful	49 (—)	59 (—)	62 (—)	77 (3)	74 (1)
Fines imposed	£5,401	£15,419	£9,288	£17,550	£17,180

International co-operation

In 1970 one more country (Monaco) accepted the International Convention for the Prevention of Pollution of the Sea by Oil 1954, as amended in 1962, bringing the total number of accepting countries to 42.

During the year Iceland notified her acceptance of the 1969 amendments to the Convention and became the first country to do so. In accordance with the provisions of the Convention the amendments will come into force internationally 12 months after their acceptance by two-thirds of the contracting Governments. They will, however, be applied to United Kingdom ships, with the agreement of the industry, as soon as practicable after the Oil in Navigable Waters Bill becomes law. These amendments, which were based on United Kingdom proposals, are designed to make further progress towards the complete avoidance of the discharge of persistent oils into the sea.

New Bill

The Oil in Navigable Waters Bill, which will enable the United Kingdom Government to accept the amendments, was first introduced in May 1970 and re-introduced, following the change of Government, in July 1970. In addition to applying the amendments to British registered ships the Bill will increase the maximum fine which can be imposed on summary conviction for an oil pollution offence from £1,000 to £50,000 and give the Government powers of control over damaged ships within our territorial waters which are causing or threatening large-scale pollution.

The 'Pacific Glory' incident

On October 23, 1970, the Liberian tankers 'Pacific Glory' and 'Allegro' collided near the Isle of Wight. The collision was followed by explosions and fire on the 'Pacific Glory' and about 6,000 tons of the vessel's cargo of crude oil was lost. Some was burnt, but the greater part escaped into the sea from damaged tanks. The Department of Trade and Industry mounted a large scale clearance operation at sea with dispersant spraying equipment designed by the Department's Warren Spring Laboratory. This was the first major test of the Department's arrangements for dealing with oil at sea since it was given this responsibility in 1969 and it was generally successful. Although minor pollution occurred on some beaches in Sussex major coastal pollution was averted.

Civil air/sea rescue service from Manston

MR. ANTHONY GRANT, Parliamentary Under-Secretary of State for Trade, Department of Trade and Industry, announced in the House of Commons on March 24 that a civil air/sea rescue service will be provided from Manston, Kent, this summer for a trial period.

Replying to a question, Mr. Grant said: 'I have decided to provide a civil air/sea rescue service from Manston for a trial period commencing this summer and continuing until the end of 1972. My Department will shortly be inviting tenders from commercial helicopter operators for this contract. The service will be under the control of HM Coastguard which is responsible for the co-ordination of civil marine search and rescue.'

Background note:

The Marine Search and Rescue Committee which reported last April recommended that it was essential for a well balanced modern Search and Rescue Organization to possess helicopters. Military helicopters have been used for such operations in the United Kingdom for several years and have a fine record of achievement.

Increased domestic air fares allowed

THE SECRETARY OF STATE for Trade and Industry has allowed appeals by a number of United Kingdom airlines against the Air Transport Licensing Board's refusal of applications for fare increases, ranging generally from 8 to 11 per cent on domestic scheduled services. The increases will take effect from April 1, 1971.

The Licensing Board refused the applications because they considered that the present inflationary spiral could not be halted unless price increases were granted only when they were inescapable; they thought that airlines should try to meet their cost increases by expanding turnover and increasing productivity. However, Sir Dennis Proctor, KCB, the Commissioner who heard the appeals, concluded that the financial position of the appellants had greatly worsened since the ATLB's hearing in November, was likely to go on worsening, and that the case for the proposed increases had been made out. Accordingly, he recommended that the appeals should be allowed, and the Secretary of State has accepted that recommendation.

Copies of the Secretary of State's Order and of the Commissioner's Report are available on request from the Department of Trade and Industry, CA1(2)A, Room 282, Shell Mex House, Strand, London, W.C.2.

ATLB announcement on minimum air tour prices

THE AIR TRANSPORT Licensing Board announce that they have received widespread assurances from tour organizers that they have no intention of advertising or selling holidays in future below the minimum prices laid down by the Government after consultation with the ATLB, the airlines and tour organizers.

At the same time the ATLB have been asked to clarify their attitude to vouchers. The Board states that they have no objection in principle to the issue of vouchers, provided they are not used to bridge the gap between the minimum price and a lower price offered by a tour organizer; a holiday should not be advertised or sold at a price below the minimum, and any vouchers must not be refundable.

For the winter of 1971/2 certain tour organizers have been planning some holidays that are now seen to be below the minima. To reduce any possible inconvenience to the travelling public, the Board will deal urgently with relevant applications. The co-operation of tour organizers is invited. In the meantime people buying such holidays run the risk of the licences being refused altogether, and tour organizers would be well advised to make clear to their clients what are the minimum prices at which the holidays can at present be sold.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, MARCH 19

Australian canned fruit (tariff)

Mr. Michael Noble, Minister for Trade, was asked to estimate the likely increase in its selling price in the United Kingdom if canned fruit from Australia was subjected to a 25 per cent tariff.

Mr. Noble answered: 'We have made no estimate. Any estimate of the effect of a tariff increase on the selling price of a product must rest on assumptions about various other factors besides the level of the tariff itself, and its value would therefore be uncertain. For example, the effect on the selling price of canned fruit would depend on the availability of fresh, canned or other preserved fruits from other sources, on the degree of competition in distribution which would affect retail and wholesale margins, on supply conditions, on changes in the prices of other goods, and on the way in which all these and any other relevant factors interacted over the period of transition to the new tariff levels.'

China clay industry

In reply to a question about representations from the china clay industry concerning the ending of investment grants, and the estimated effect on investment in the china clay industry of the abolition of investment grants, Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, said: 'We have received representations from a number of companies to the effect that they will receive less investment grant than they had expected when planning their capital development programmes; but there seems unlikely to be much effect on total capital expenditure by the industry.'

Civil airports

Asked to state the number of civil airports in the United Kingdom, their location and how much land they cover, Mr. Noble listed 42 civil airports, that is aerodromes at which air transport movements take place, in the United Kingdom.

Aberdeen	Liverpool
Ashford	London Heathrow
Belfast	London Gatwick
Benbecula	Luton
Birmingham	Lydd
Blackpool	Manchester
Bournemouth	Newcastle
Bristol	Penzance Heliport
Brough	Portsmouth
Cambridge	Prestwick
Coventry	Scilly Isles (St. Mary's)
East Midlands	Southampton
Edinburgh	Southend
Glamorgan	Stansted
Glasgow	Stornoway
Gloucester/Cheltenham	Sumburgh
Hawarden	Swansea
Inverness	Tees-side
Islay	Tiree
Kirkwall	Westland Heliport
Leeds/Bradford	Wick

'The amount of land covered by each of these aerodromes is not readily ascertainable', he said.

Jet aircraft movements

Mr. Noble gave the following information, in answer to a request for a table showing the average daytime total of jet aircraft movements at London Airport, Heathrow, in each quarter of the five years to December 31, 1970.

Average daytime† jet aircraft movements‡ at London Airport (Heathrow)

	1st quarter	2nd quarter	3rd quarter	4th quarter
1966	226	327	377	289
1967	290	389	437	333
1968	327	429	496	370
1969	349	512	575	440
1970	420	558	629	492

† Between 6 a.m. and 11.30 p.m. local time.
‡ A movement is a take-off or landing of commercial air transport flight.

MONDAY, MARCH 22

Trade with Canada

Mr. Noble was asked what, by value, were the 12 major exports from the United Kingdom to Canada; and what tariffs or quotas applied in Canada to such imports. He gave the following information: (See table below).

United Kingdom goods imported into Canada are not subject to import quotas.

In answer to a similar question on the 12 major imports from Canada to the United Kingdom; and what tariff or quotas apply to such imports. Mr. Noble gave the following information: (See table below).

Imports of the 12 major items from Canada are not subject to quotas.

Tariffs

Twelve major exports from the United Kingdom to Canada†

	1970 United Kingdom exports to Canada £ million	Rate of import duty in Canada (BP rate)
Cars	13·5	Free
Knitted or crocheted fabrics	8·6	20%
Electric power machinery	6·9	Various rates, ranging from Free to 15%
Distilled alcoholic beverages	6·6	Depending on the beverage, 50 cents or $1 per gallon of the strength of proof, plus an additional tax equivalent to the excise duty
Jet and gas turbine engines	6·4	Free
Vehicle parts	6·4	Free
Internal combustion engines	6·2	Free
Carpets other than knotted	5·1	Depending on the raw material, Free, 10%, 15% or 20%
Machine tools	4·7	2½% but subject to duty remission if of a kind not made in Canada
Woven wool fabrics	4·6	Depending on the weight of the material, Free, or 20% plus 15 or 20 cents per lb.
Aircraft	3·9	Free
Lifting and loading machinery	3·9	2½% subject to duty remission if of a kind not made in Canada

† These 12 items, taken from the Standard International Trade Classification, account for about a quarter of United Kingdom exports to Canada.

Quotas

Twelve major imports into the United Kingdom from Canada

	1970 £ million	Rate of import duty (Commonwealth Preferential Rate)
Refined copper	62·8	Free
Nickel ores and concentrates	51·0	
Wheat	47·3	Free†
Aluminium and alloys, unwrought	43·6	Free
Coniferous lumber	35·7	Free
Nickel and alloys, unwrought	35·2	Free
Iron ore	27·2	Free
Newsprint	26·4	Free
Sulphate wood pulp	18·8	Free
Tobacco	16·3	Depending on moisture content, £4·9640 or £5·3060 per lb.
Barley	15·7	Free†
Kraft paper	15·1	Free

† Subject to a variable levy.

Prices of imported oil

Mr. Ridley, when asked, in view of the rising prices of imported oil, what was the Government's policy concerning a reorientation of indigenous fuel policy, replied: 'I have noted the recent changes in prices of fuels, which are relevant to my continuing interest in the supply of energy.'

Import levies

A Member asked what compensation would be made to countries sending beef, veal, mutton, lamb, cereals and minor dairy products to the United Kingdom, because of the imposition of import levies announced by the Minister of Agriculture on March 17. Mr. Noble said: 'The question of compensation does not at present arise. Some countries to which we have obligations have agreed to suspend their rights, and others to waive our obligations to them while reserving the right, in the light of the adverse effects if any on their trade and after due consultation to take measures to restore the balance of advantage under their Trade Agreements with us.'

Asked if, in deciding import levies on agricultural imports from European Free Trade Association countries, he took into account the United Kingdom's obligations as an EFTA member, Mr. Noble said that in the discussions held with the EFTA countries concerned the Government took fully into account the United Kingdom's obligation as a member of EFTA.

Capital investment in Wales

Referring to the loss of 5,000 jobs in Wales since January 1, 1971, a Member asked Sir John Eden, Minister for Industry, what his plans were for increasing the rate of capital investment in Welsh industry. 'The Government's national and regional economic policies are designed to put the economy on a sounder footing and to encourage industrial investment, both in Wales and elsewhere', replied Sir John.

Industrial development

Sir John Eden answered questions on industrial development in Scotland, Wales, and the urban districts of Colne Valley, Denby Dale, Holmfirth, Meltham and Saddleworth.

Nuclear power station

A Member who asked when the decision would be announced on the Central Electricity Generating Board's proposal to build a nuclear power station at Portskewett, near Chepstow, was told by Mr. Ridley that it would not be for some months. Arrangements were being made for a hearing in late June to hear objections to the proposal and to the CEGB's compulsory purchase order for part of the site. A decision would be made when the Inspector's report of the hearing and his recommendations had been considered.

Oil drilling rights

In answer to a request for a list of the oil drilling companies who have been granted exploration rights to bore for oil and gas on land in the United Kingdom and the names of the areas allocated; Mr. Ridley said that 36 companies, individually or in groups, held 174 licences in various areas. Details are given below.

'It is our policy to encourage the exploration for petroleum and to continue to grant licences to acceptable applicants', added Mr. Ridley.

Petroleum (Production) Act 1934

Mining Licences and Production Licences – Landward areas

Companies to whom licences have been issued	Counties in which areas have been licensed
Grizzly Exploration (UK) Limited	Salop, Stafford, Worcester, Warwick, Derby, Leicester, Nottingham, Chester, Gloucester, Wiltshire, Somerset
BP Petroleum Development Limited	Derby, Nottingham, Lincoln, York (N and E Riding), Lancaster, Leicester, Buckingham, Dorset, Midlothian
BP Petroleum Development Limited jointly with the Gas Council	Lincoln, York, Norfolk, Hampshire, Surrey, Sussex, Kent, Wiltshire, Dorset, Chester, Lancaster, Stafford, The Minches
BP Petroleum Development Limited jointly with Home Oil of Canada Limited	York (N Riding), Durham
BP Petroleum Development Limited jointly with Imperial Chemical Industries Limited	York (N and E Riding)
BP Petroleum Development Limited jointly with Esso Petroleum Company Limited	Surrey
Esso Petroleum Company Limited	Surrey
Place Oil & Gas Company (UK) Limited	Lincoln, Norfolk
Empress Gas (UK) Limited	Lincoln
The Burmah Oil Exploration Company Limited jointly with Murphy Petroleum Limited and North Sea Ventures Limited	York (N Riding)
Superior Oil (UK) Limited	Dorset, Norfolk, Suffolk, Cambridge
Ball & Collins (Oil and Gas) Limited	Lincoln, Norfolk, East Lothian, Berwick
Seaboard Oils Limited	Lancaster, Westmorland, Chester, Flint, Monmouth, Gloucester, Somerset, Fife, East Lothian, West Lothian, Midlothian, Stirling
Conoco Limited jointly with Envoy Oil Limited, Marathon Petroleum (GB) Limited and Duntex Petroleum (UK) Limited	Norfolk
Total Oil Marine Limited jointly with Coastal Oil Company Limited, Elf Oil Exploration and Production (UK) Limited, Eurafrep Company Limited, Cofrasea Oil Company Limited and Coparex North Sea Petroleum Company Limited	York (N Riding)
Caprock Oil Company Limited	Fife, Kinross, Perth, Clackmannan, Stirling, Dunbarton
Safari Oil Company Limited	York (W Riding), Nottingham, Derby, Lancaster, Chester
Amoco UK Petroleum Limited jointly with Safari Oil Company Limited	Cumberland, Northumberland
Amoco UK Petroleum Limited	Norfolk, Suffolk
California Oil Company Limited jointly with Texaco North Sea UK Limited	York (E Riding)
Texaco North Sea UK Limited	Lincoln, Cambridge, Norfolk, Northampton, Rutland, Huntingdon
Ultramar Exploration Limited	Worcester, Warwick, Gloucester, Cumberland, Dumfries
Ulster Petroleums (Canada) Limited	Kent, Sussex, Hampshire, Surrey, Berkshire, Wiltshire
Berkley Petroleums (UK) Limited	Somerset, Dorset, Gloucester, Wiltshire
Trend Exploration (UK) Limited	Chester, Denbigh, Flint, Montgomery, Salop, Stafford, Lancaster, York
Bralorne Explorations (Canada) Limited	Berkshire, Oxford, Buckingham, Surrey
Peninsula Petroleum (GB) Limited	Carmarthen, Glamorgan, Brecknock, Monmouth
Western Warner (UK) Limited	Somerset, Devon, Dorset

TUESDAY, MARCH 23

Opencast sites in Northumberland

Mr. Ridley was asked to list the opencast sites completed in Northumberland in each of the years since 1960, and those in operation at present. He said production of coal at the sites listed below ended in the years indicated:

1962 Radar South and Red House
1965 Bay's Leap and Black Row
1966 Acorn Bank and Extensions, Bay's Leap Extension
1970 Havelock

Coal was still being worked at the following sites:

Coldrife, Horsley, Ladyburn, Radar North and Extensions, Sproats.

Industrial development

Sir John Eden answered questions on industrial development in Wales.

Employment opportunities in Glasgow

Sir John Eden was asked, in view of the further decline in employment opportunities in the Glasgow area what further steps he would take to improve the situation. He answered that the Government would continue to pursue policies to provide firm foundations for industrial growth. As these policies took effect, the Glasgow area should benefit increasingly from its new status as a Special Development Area.

Bankruptcies

A Member asked how many bankruptcies had been registered in the first two months of this year; and how many persons had been made redundant as a result. Mr. Ridley answered that the provisional figures for the number of Receiving Orders and Orders of Administration (under Section 130 of the Bankruptcy Act, 1914) made in England and Wales for the first 2 months of the year were 392 in January and 325 in February. Information about resultant redundancies was not available.

Trade with Latin America

Answering questions on United Kingdom trade relationships with Latin America, Mr. Edward Heath, the Prime Minister, said: 'Many firms in this country have long had well-established trading relations with particular countries in Latin America. We regard it as a very important market. As to bilateral trading agreements, this country operates under the multi-lateral arrangements of the GATT. Investment guarantees are being investigated by the Department of Trade and Industry and I hope that it will be possible to make a statement about them fairly soon'.

WEDNESDAY, MARCH 24

Motor insurance

A Member asked Mr. Ridley if, in the investigation into the collapse of the Vehicle and General Insurance Company Limited, he would inquire into the role played by the British Insurance Association and the Motor Insurers Bureau in the reinsurance of passengers and dependants. Mr. Ridley replied that the Secretary of State was discussing with the British Insurance Association means by which they could contribute towards giving greater confidence to the public who took out policies of motor insurance. These discussions would take into account the existing work of the Motor Insurers' Bureau and the position of passengers and dependants.

THURSDAY, MARCH 25

Imported cauliflowers

Stating that the retail price of imported cauliflowers had been raised by 10 old pence in many shops due to the imposition of import levy, a Member asked what steps were being taken to restore the former price by removing the import levy. Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, said that no information was collected officially about retail prices of imported cauliflowers. Wholesale prices in England and Wales were about 2 new pence per cauliflower higher for French cauliflowers in the third week of the present month than in the previous week.

The import charge, which applied to French cauliflowers only, was a provisional anti-dumping charge, which would be revoked or replaced by an anti-dumping duty as soon as the full anti-dumping investigation was completed. It was expected to announce a decision very shortly.

Consumer organizations

'As always we shall be willing to see consumer organizations when there is a specific issue to discuss', said Mr. Ridley when asked if he would arrange to have regular meetings with representative consumers on questions of primary concern to them. 'We do not believe that regular meetings are necessary.'

Advance factories in Wales

Asked what proposals he had for increasing the number of advance factories in Wales, Mr. Grant said that four factories were available, four were under construction and another eight were in the planning stage. He would consider the need for further advance factories in Wales when more of those now available or still to be built were disposed of.

DTI supervisory functions under the Companies Act

Mr. Ridley was asked what further administrative action he proposed to take to strengthen his department's exercise of its supervisory functions under Part II of the Companies Act 1967. He answered that the Secretary of State was examining the adequacy of the controls applicable to insurers under the existing legislation and of the procedures and staffing arrangements for administering those controls. A review of this kind inevitably took some time.

Parliamentary answers on aviation and shipping

THURSDAY, MARCH 18

London airport hotel scheme

Lord Drumalbyn, Minister without Portfolio was asked if the Government would now reconsider, on safety grounds, the decision to permit the erection of an hotel beneath the approach path to runway 28R at London Heathrow Airport. He said that the Secretary of State for Trade and Industry had no present intention of revising the advice on this he had given to the planning authority responsible for the planning decision. The proposed hotel would conform to the internationally agreed standards for safeguarded take-off and approach slopes and would not interfere with the performance of the instrument landing system or the radar. The building would also be outside the public safety zone for this runway.

MONDAY, MARCH 22

Grants and loans to Cunard Steamship Company

Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, was asked what grants and loans for shipbuilding and shipping operations at what interest rates had been given to the Cunard Steamship Company since 1955. He answered that two agreements made with Cunard in 1968 under the Industrial Expansion Act 1968 provided for governmental loans of up to £24 million towards the cost of completing the Queen Elizabeth 2. £19½ million of this was actually taken up, of which £7½ million was lent to the Cunard Steamship Company at the rate of 4½ per cent, while £12 million was lent to the subsidiary Cunard Line Ltd. at a rate of 4½ per cent until 1972, the rate of interest thereafter on the outstanding balance of the loan to be the subject of negotiation. It was not the practice to disclose whether and to what extent investment grants had been paid to individual companies. No grants and loans had been given to the company to assist in their air operations.

Roskill Commission

Asked what consideration was being given to the location of an international airport in northern England in place of the sites considered by the Roskill Commission, Mr. Noble said that all relevant possibilities including that mentioned were being included in the Government consideration of the Roskill Commission's recommendations.

WEDNESDAY, MARCH 24

BEA Scottish services

Asked what consultations he had had with British European Airways over the new arrangements for the Scottish services, Mr. Noble said that BEA were in touch with him about their reorganization, one feature of which was a Scottish Airways Division to provide and market scheduled services within Scotland.

Instrument landing system

Mr. Noble was asked if he would investigate the possibility of the present instrument landing beam of three degrees, at London Airport, being modified to allow a steeper descent for incoming aircraft. He answered: 'No Sir. Approach angles greater than three degrees lead to handling difficulties with modern aircraft and I am satisfied that no departure should be made from the recommendation of the International Civil Aviation Organization that glide paths should not be in excess of three degrees except where it would otherwise be impracticable to meet obstruction clearance limits.'

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41, Mark Lane, London, EC3R 7HE.

General Notice	
49	Temporary importations: international co-operation
77E	Purchase tax-exports.
77X	Purchase tax - retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorized hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
300	Export reliefs scheduling scheme.
429	Customs export procedure Further relaxation of pre-entry.
466	Export documents and trade statistics.
467	The New Customs Tariff and Overseas Trade Classification.
SN6	Notice to passengers (exchange control and export licensing).
Exchange Control	Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury - also obtained from any bank.)
Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
74A	EFTA drawback: exception of EFTA goods re-exported to another EFTA country.
77M	British-made cars and motorcycles, tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorization of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

New Books

Mandatory Standards and Approval Procedures: Plans for their Harmonization in the Common Market. (52 pages. Print and Publications Department, Confederation of British Industry, 21 Tothill Street, London SW1. 50 p, post free in United Kingdom) is a comprehensive analysis of the European Economic Community's attempt to introduce mandatory safety regulations intended to harmonize the differing national laws within the EEC. The standards are intended to cover almost all products in which safety, consumer health and welfare are elements, ranging from domestic electrical appliances, textile labelling, and cosmetics, to giant boilers, oil pipelines, scaffolding and motor vehicles. The Community's compulsory standards and approval procedures have evolved through eight years of planning and discussion and are now highly developed and extremely complicated. They are a major constructive attempt to remove one of the most important remaining technical barriers to intra-European trade, and will have a considerable effect on British manufacturers and consumers, whether or not Britain joins the EEC. This publication describes and explains these standards and procedures in detail, bringing together their background, scope and application, and the present state of work. The work is designed primarily to inform British industry on what is happening in Brussels, but it also includes advice on the channels through which industry may seek to influence future developments. Topics covered include: technical barriers to trade in Europe; background to the EEC programme; the EEC programme in outline, i.e., the text, the directives, the resolutions and the 'status quo' agreement; priorities; the 'solutions'; and consultation between industry and the EEC. The appendices include reproductions and translations of several significant documents.

Transnational Business Collaboration Among Common Market Countries, by Werner J. Feld. (153 pages. Praeger; distributed in the United Kingdom by Pall Mall Press. £5.25). The purpose of this study is to examine the reasons for the expansion of transnational business collaboration among enterprises in the Common Market countries and the problems encountered by firms contemplating or engaged in this activity. Professor Feld is particularly concerned with the political aspects of transnational collaboration within the EEC and with the implications of this activity for the process of political integration in the Common Market. The book's four chapters present, first, a general setting and overall view of the subject; second, an examination of the economic factors and the management problems associated with collaboration ventures; third, an investigation of the political sphere, including an assessment of the effect of transnational business collaboration on the process of political integration; and, fourth, conclusions and prospects. This final chapter briefly examines the threat of the 'American challenge', and tentatively appraises the influence that extensive transnational collaboration between British companies and firms located inside the Common Market might have on the prospect of British membership. Because the study is concerned chiefly with the political implications of business collaboration, its conceptual framework is derived from the discipline of political science. The volume is published in the series *Praeger Special Studies in International Economics and Development.*

Agricultural Policy and the Common Market, by John Marsh and Christoper Ritson, *Chatham House/PEP European Series No.* 16. (199 pages. Published jointly by Chatham House and Political and Economic Planning. Available from Research Publications Ltd., 11 Nelson Road, London SE10. £1.25; by post £1.35) examines the character and development of agricultural policy within the European Economic Community. The study starts with a very brief outline of the Common Agricultural Policy (CAP), the development of which is examined in greater detail in Appendix 1. This will prove useful to those whose knowledge of the historical development and present evolution of the CAP needs supplementing by an up-to-date analysis, and it also provides the context within which the body of this work should be seen. Chapter II outlines the theoretical background against which agricultural policy decisions need to be set. This theoretical framework, although familiar to economists, is often neglected in the general discussion of policy issues. Following this, in Chapter III, is a critical examination of the decisions already made by the EEC. In Chapter IV the possibility of improving the CAP by the extension of existing EEC mechanisms is discussed in depth and various recommendations are made. The final chapter looks at the present agricultural arrangements of the Community in relation to the United Kingdom, and indicates how a revised policy would assume even greater importance should the Community be enlarged. A useful feature of this work is the concluding appendix, containing 31 statistical tables, which enable the reader to examine the data on which the future development of the CAP can be assessed.

Depreciation, by W. T. Baxter. (184 pages. Sweet and Maxwell. £3.75. ISBN 421 14470 x.) Published under the auspices of the Research Committee of the Institute of Chartered Accountants in England and Wales, this book meets several current needs. The professional bodies of accountants are now actively trying to suggest principles for the improvement and standardization of company reports, and the treatment of depreciation is one of the most controversial aspects of the problem. Furthermore, business is today asking for managers who are highly numerate, whilst business schools are placing major stress on such aspects of depreciation as discounted cash flow and economic theory. Professor Baxter, at present Professor of Accounting at the London School of Economics, has produced a work which fits in well with this trend; the new techniques are reflected in his treatment of asset values, optimum life and obsolescence, and the use of cost-of-capital as an aid to decision-making. The book is a detailed study of the depreciation of fixed assets, which the author relates to the basic framework of accounting principles, and he is able to suggest important developments within this framework, in addition to practical procedures which should help the accountant in his everyday work. Topics discussed in this volume include taxation, investment allowances and the effect of inflation. These matters are already of great importance to managers, accountants, and financial experts, and will be made still more important by the continuing expansion in the use of industrial equipment. The book will be of use to practising accountants and financial analysts, in addition to those studying finance and accountancy at an academic level.

Buinessmen considering the establishment of a business in Canada will find **Canadian Business Guide** (88 pages. The Bank of Nova Scotia, 44 King Street West, Toronto 1. Available free from the Bank's United Kingdom Regional Office, 19-23 Knightsbridge, London SW1.) very informative. It is the latest addition to a number of guides to the establishment of business in Canada published in the recent years. It has been prepared to provide a general outline of taxation and other matters which have to be considered when establishing a business enterprise in Canada. It also discusses the formation of a company and has a section dealing with personal income and estate taxes.

Advertising Today, by Frank Jefkins. (464 pages. Intertext Books. £4.75. ISBN 0 7002 0160 2). This handbook provides students and teachers of advertising with a comprehensive introduction to a large and complex subject. The author, a lecturer and examiner in this field, gives an overall view of the three main facets of advertising – client, agency and media – and presents an analysis based on practical experience. Myths about advertising are re-examined and a clear distinction is made between advertising and public relations. Part one deals with the above-mentioned aspects of the subject. Part two examines campaign planning, and introduces the reader to market research; the planning and execution of a campaign; public relations; and legal and voluntary controls. Part three evaluates the various types of media. Part four comprises a detailed analysis of 24 case studies ranging from large national promotions to provincial campaigns. Also included are the 1970 editions of the British Code of Advertising Practice; the IPR Code of Professional Practice; and the Independent Television Code of Advertising Standards and Practice.

Construction and Building Materials Review 1971. *Gower Economic Publications.* (275 pages. Gower Press Ltd., 140 Great Portland Street, London W1N 5TA. £12.50. ISBN 0 7161 0081 3). This review, which will be published annually in future, is intended to provide essential data and informed comment on the United Kingdom construction and building materials industries and on the main companies operating in these industries. Great emphasis is placed on presenting key data in tabular and graphical form for easy reference. The book divides into two main parts. The first part examines the performance of the industries during the period 1965-71 and incorporates original estimates and forecasts of activity levels to the end of 1971. Among much detail, there is a section which provides clear details of construction activity in each of the ten planning regions of the United Kingdom, identifying the different trends in each area. The second part of the review provides statistical data and comment on the main companies in such a way as to allow for inter-company comparisons. Both public and private companies are covered in a straightforward listing of the top 50, rated by turnover, and the remainder of the book gives more detailed information on many of the major public companies.

Shoemaking Progress. Vol. 1, No. 1, January 1971. (Shoe and Allied Trades Research Association, Satra House, Rockingham Road, Kettering, Northants. To be published every two months. One copy available free to members of SATRA. Annual subscription for non-members £12.00; airmail postage extra). This is a new, illustrated, abstract journal clearly arranged under subjects, giving comprehensive coverage of the world-wide footwear scene. It is designed to supplement the information in the SATRA bulletin, and as such, it is an easy-to-read digest of the mass of information which is regularly received by SATRA in some 600 papers, journals and periodicals on shoemaking and allied subjects.

Steel Metrication Bulletin, No. 1, January 1971. (4 pages. Available free from British Steel Corporation, Bark House, Bark Street, London W1). This is the first in a series of bulletins which will be produced by the British Steel Corporation three or four times yearly. It is designed to report and advise on the move towards metrication by the Corporation. The bulletin is directed primarily towards BSC customers, but as the subject is so extensive and affects many of the decisions which will be taken during the next few years, the contents will be of direct interest to management in the steel industry and other industries, to suppliers of plant, equipment and raw materials, and to public bodies.

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
April 6	Miscellaneous stores	No. 2 Building (adjacent to Indoor Bowling Green) Riverside, Chatham	Fuller Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3 (Tel. 01-709 0101)

Machine tools; generating sets; transformers; electric motors; diesel and battery operated fork lift trucks; chain lifting blocks; rope and pulley blocks and lifting tackle; large quantity of paint; wrist watches; pocket and stop watches; clocks; test meters; miscellaneous clothing including, boots and shoes, tank suits; greatcoats; battledress trousers and blouses; foul-weather clothing; shirts, etc.; textiles including, white and coloured blankets; chair and settee covers; curtains; carpets; rugs; mats; mixed rags; large assortment of furniture; kitchen utensils; crockery; glassware and numerous other effects.

April 21-22	Miscellaneous stores	Regional Depot, RAOC, Hereford	Russell Baldwin & Bright (Dept. L), 21-20 King Street, Hereford (Tel. 0432 4366)

Bedford are tenders with Sigmund pumps; Coventry Climax featherweight pumps; telegraph, wireless and electronic equipment; electronic valves; magnetic compasses; spares for concrete mixers and smooth drum rollers; miscellaneous plant spares; ferrous metal; aircraft spares; machine tools; firefighting equipment; household and office furniture; service clothing; large quantities of textiles and other general stores.

April 28-29	Miscellaneous stores	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Building, Graham Square, Glasgow, E.1. (Tel. 041-554 2447)

Plant and equipment; Thornycroft Lewin sprinkler sweeper; Austin Omnicoach; prismatic compasses; binoculars; aneroid barometers; metal badges buckles and buttons; ball and roller bearings; wrist watches; wall clocks; surplus surgical and dental equipment; miscellaneous electronic and electrical equipment; aircraft electrical and hydraulic components and equipment; aircraft tyres; lifting blocks and tackle; large quantity catering equipment; ferrous scrap; clothing and textiles including, curtains and valances; various rugs; carpets; denim and battledress trousers and blouses; foul weather coats and jackets; greatcoats; firemen's blue tunics; blue combination overalls, berets, blouses and trousers; ankle boots; rubber knee boots; canvas kitbags; haversacks; scrap cordage, leather, webbing and mixed rags; fireside and easy chairs; wardrobes; tables; bedside tables and other items of furniture; machine tools and many other items of miscellaneous stores.

SALE BY TENDER

MACHINE TOOLS

SCHAERER TYPE HDS 1250 METAL PLANING MACHINE 10 ft. by 39 in.

Located at National Physical Laboratory, Teddington, Middx. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales (Supply), First Avenue House, High Holborn, London, WC1V 6HE. Tenders must be returned by 10 a.m., April 29, 1971.

Catalogues of the above sales obtainable from relevant auctioneers, price 5p (Postal Order only) about two weeks prior to and up to date of sale

DEPARTMENT OF THE ENVIRONMENT

1971	Description of Goods	Location	Auctioneers
April 6	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

REFRIGERATOR UNITS complete from £9.92½. DEEP FREEZE UNITS from £15.75.

Refrigerator cabinets and units can be supplied in various sizes. Spare parts available for all English and Continental makes.

New fridges retailing at £35; **Our price £19.50.** Deep freezers retailing at £85; **Our Price £50.**

RING **01-642 0959, 01-643 7611.** (Evenings 6-8 p.m. **01-549 1177**)

No. 13 ATCO cadet intake at a ceremony on March 19 at the College of Air Traffic Control, Hurn, where they graduated as fully qualified Air Traffic Controllers.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,758		21,758	20,087	20,087	11,372	4,907	1,070	994	944	1,752	Series in £ million			
1965	108	111·7	115	114	106	..	121	124	119	127	117	385	263	47	31
1766	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	143	113	103·0	136	140	148	130	131	357	232	26	27
1970	120	124·0 p	156	155	116	104·2	138‡‡	147 p	156 p	117‡‡	135‡‡	373‡‡	254 p	34 p	51 p
1968															
4th quarter	119	122·3	138	138	113	104·1	146	146	160	142	139	117	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102·3	134	128	138	134	136	96	105	6	5
2nd quarter	118	123·3	142	142	113	103·7	135	141	147	130	129	84	43	2	1
3rd quarter	119	123·2	144	144	113	103·1	138	146	155	130	130	51	—	8	8
4th quarter	120	123·5	147	147	114	103·0	138	146	153	126	131	126	84	10	13
1970															
1st quarter	117	124·0	149	148	114	103·2	133	141	144	112	134	–30	32	– 5	–41
2nd quarter	120	123·4	155	153	116	104·2	141	150	163	117	137	106	55	11	21
3rd quarter	120	123·8	159	158	117	104·6	138	150	156	119	133	117	40	6	12
4th quarter	122	124·4 p	163	163	118	104·8	139‡‡	149 p	162 p	118‡‡	137‡‡	180‡‡	127 p	23 p	60 p
1970															
June		123·7				104·7									
July		122·5				104·1									
August		123·2				105·4									
September		125·7				104·4									
October		125·7 p				106·1									
November		122·5 p				103·3									
December		124·9 p				105·0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports(‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	
£m. in base year							Series in thousands			4,362	4,282	Series in £ million
1965	119	112·1	4·8	106·8	104·6	157·9	308	265	24·785	116	112	– 77
1966	115	116·5	3·9	110·2	107·3	168·5	323	255	24,384	120	121	43
1967	106	119·4	2·5	108·4	108·2	175·3	512	174	24,475	130	120	–312
1968	106	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	146	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	165	165	416
1970	127 p	140·2	6·4	128·5 p	124·6 p	217·5	574	186		181	184	631
1969												
1st quarter	110	129·7	6·2	122·3	114·1	194·7	532	198	24,364	162	153	13
2nd quarter	113	131·8	5·4	124·2	115·1	195·6	519	202	24,340	165	163	76
3rd quarter	115	132·0	5·0	126·1	116·5	197·8	547	200	24,268	165	171	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	172	174
1970												
1st quarter	118	136·2	5·0	130·1	120·6	209·0	561	192	24,280	171	180	215
2nd quarter	122	139·5	5·8	129·2	123·6	213·8	563	187	24,139	183	183	144
3rd quarter	123	141·1	6·9	126·9	125·7	219·0	592	185		178	175	76
4th quarter	127 p	144·0	7·7	127·7 p	127·9 p	227·9	581	177		190	199	196
1971												
1st quarter							631 p	146 p				
1970												
July	122	140·9	6·7	127·5	125·0	217·5	593	186		140	185	
August	123	140·8	6·8	126·1	125·7	219·7	593	184		200	140	
September	123	141·5	7·0	127·2	126·4	221·0	589	187		194	199	
October	122 p	143·0	7·4	126·3	127·5	222·4	576	184		192	203	
November	126 p	144·0	7·9	128·4 p	128·5 p	228·5	579	176		192	191	
December	127 p	145·0	7·9	128·5 p	128·9 p	232·8	589	171		186	204	
1971												
January		147·0	8·5	129·5 p	..	236·1	613	157		176	176	
February		147·8	8·5	129·7 p	..	236·4	623	147		187	173	
March							657 p	134 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowance for factors affecting recording.
(‡‡) These estimates are less reliable than usual because the receipt of data has been delayed by the postal strike.

Index of industrial production for December 1970

THE REVISED provisional index of production for December 1970, prepared by the Central Statistical Office, is 124.9 (seasonally adjusted). For manufacturing industry alone the figure is 128.7.

For the three months October 1970 to December 1970, it is provisionally estimated that production as a whole was 0.5 per cent higher than in the preceding three months, July to September 1970; for manufacturing industries alone there is an estimated increase of 1.2 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries						
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1966	113·2	90·1	114·2	108·7	106·8	112·3	121·8	123·4	116·0	122·6	121·9	120·6	93·2	111·7	110·3
1967	113·9	89·1	114·2	110·8	108·6	115·0	116·3	130·4	115·6	123·1	123·1	129·1	90·0	106·3	105·0
1968	119·8	84·8	121·4	115·5	112·3	121·6	126·4	140·0	122·4	125·5	134·7	137·4	86·8	117·2	113·4
1969	122·9	80·3	125·6	118·9	115·8	124·8	139·3	149·2	127·2	131·3	146·6	144·0	85·4	118·6	119·4
1970 p	124·0	78·1	127·1	121·4	116·7	130·4	151·1	158·5	128·2	134·6	154·0	148·1	86·1	115·7	115·8
1968 4th quarter	122·3	83·5	124·3	117·3	113·8	124·1	132·3	145·0	125·3	128·6	136·7	137·9	85·6	123·3	115·5
1969 1st quarter	121·8	81·8	123·7	116·0	114·0	119·8	139·4	144·8	124·5	128·2	143·0	141·7	85·3	113·7	120·3
2nd quarter	123·3	81·2	125·7	118·2	115·0	124·2	136·8	147·7	127·0	130·7	152·5	140·4	85·3	121·0	119·0
3rd quarter	123·2	81·2	126·3	118·7	114·5	126·9	138·7	151·8	129·2	132·8	147·9	148·5	84·8	121·6	118·2
4th quarter	123·5	76·9	126·7	122·1	119·2	127·8	142·8	152·7	128·1	133·8	143·1	145·2	86·0	118·3	119·8
1970 1st quarter	124·0	80·5	126·6	118·4	115·0	124·9	152·4	150·7	128·7	132·6	153·6	148·2	85·7	120·7	116·8
2nd quarter	123·4	79·3	126·3	120·9	113·7	132·1	144·7	157·7	127·7	136·1	158·9	145·8	84·5	112·4	119·5
3rd quarter	123·8	79·0	126·9	122·5	117·6	131·7	153·0	161·9	127·6	135·6	146·8	149·0	86·8	111·8	117·7
4th quarter p	124·4	74·6	128·4	124·3	119·9	132·5	155·0	164·1	128·1	134·6	156·6	148·8	87·3	118·8	110·1
1970 July	122·5	79	125·1	122	116	136	152	164	124	125	143	147	86	111	116
August	123·2	79	126·2	118	117	119	152	159	130	139	143	143	87	121	123
September	125·7	80	129·3	127	120	141	155	163	129	143	155	157	87	103	115
October p	125·7	80	129·8	124	119	133	159	162	130	133	170	151	88	121	116
November p	122·5	64	126·5	124	119	132	151	164	126	129	134	148	87	119	110
December p	124·9	80	128·7	125	122	133	155	167	129	142	163	148	87	116	103
July-September (av.)	123·8	79	126·9	123	118	132	153	162	128	136	147	149	87	112	118
October-December (av.) p	124·4	75	128·4	124	120	133	155	164	128	135	156	149	87	119	110

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1966	111·3	112·4	107·7	106·8	107·6	101·5	105·8	115·8	117·8	112·2	109·6	114·6	119·8	115·3	116·9
1967	104·7	105·0	103·8	103·2	105·0	90·2	101·5	120·1	124·4	112·4	111·5	114·2	122·7	119·4	121·2
1968	111·1	111·2	110·8	113·1	119·2	93·3	103·7	127·3	130·3	121·8	118·5	118·3	135·2	121·8	128·2
1969	114·5	116·2	109·3	115·6	123·5	93·9	102·7	127·8	127·9	129·3	110·8	123·4	141·6	118·9	136·2
1970 p	114·2	115·7	109·5	116·7	125·0	92·9	103·3	124·7	123·1	127·5	114·0	120·5	146·4	115·0	143·8
1968 4th quarter	114·5	114·5	114·8	115·6	122·1	94·8	104·4	129·5	131·1	126·6	118·0	119·7	139·3	122·2	131·0
1969 1st quarter	114·7	115·1	113·2	115·3	122·7	96·7	103·1	127·6	126·7	129·3	111·1	121·2	136·5	118·4	139·8
2nd quarter	116·2	116·9	114·1	117·1	125·5	94·5	103·3	129·4	129·1	130·1	108·3	122·5	143·6	121·8	133·7
3rd quarter	112·5	114·0	107·6	115·1	122·4	93·9	103·1	128·0	127·5	128·9	110·5	124·8	145·7	118·2	132·4
4th quarter	114·3	118·0	102·5	114·9	123·2	90·9	101·3	126·0	124·2	129·2	112·8	125·2	141·1	117·2	138·9
1970 1st quarter	117·5	119·8	110·0	115·2	123·3	91·7	102·0	120·9	116·9	128·3	105·7	123·6	144·0	116·4	145·1
2nd quarter	115·2	117·0	109·4	115·8	123·6	93·9	103·0	121·5	123·4	118·1	113·3	119·4	142·6	115·6	142·2
3rd quarter	108·9	109·5	107·1	117·8	126·9	93·8	102·5	129·7	128·0	132·9	113·1	120·9	147·0	116·1	141·7
4th quarter p	115·0	116·1	111·7	118·3	126·3	92·3	105·7	127·1	124·2	132·3	122·6	118·2	151·5	111·7	144·6
1970 July	109	109	108	117	126	95	102	127	126	129	103	122	141		143
August	108	108	110	118	128	94	102	130	127	136	113	117	147		141
September	110	112	103	118	127	93	104	132	132	134	124	124	153		141
October p	122	125	116	120	128	92	107	127	125	132	121	120	148		147
November p	115	118	108	117	126	92	103	127	126	128	125	117	152		143
December p	107	106	111	118	125	93	107	127	122	137	122	117	155		144
July-September (av.)	109	110	107	118	127	94	103	130	128	133	113	121	147		142
October-December (av.) p	115	116	112	118	126	92	106	127	124	132	123	118	152		145

Preliminary estimates of national income and balance of payments 1965 to 1970

THE FIRST set of national accounts tables giving figures for the fourth quarter and the year 1970, prepared by the Central Statistical Office, were published on March 25 in the annual White Paper 'Preliminary Estimates of National Income and Balance of Payments' (Cmnd. 4631, HMSO 30p). Comparable estimates, revised in the light of new information, are given in respect of 1969 and earlier years. The layout of the tables is substantially the same as in last year's White Paper.

Owing to the postal strike, many of the estimates for the fourth quarter of 1970 have been based on partial data and are therefore less reliable than usual. The full, regular article on national income and expenditure for the fourth quarter of 1970, which will include later information where available, will appear in the April issue of *Economic Trends* to be published at the end of April.

Summary of main points

In 1970, the gross national product of the United Kingdom was about £42,750 million, an increase of more than 9½ per cent over 1969. The increase, which is well in excess of the annual average of 5½ per cent for the period 1965 to 1969, arose principally because of substantial increases in pay and prices.

Gross domestic product at constant prices rose by between 1½ to 2 per cent between 1969 and 1970, a slightly lower increase than that between 1968 and 1969. In the fourth quarter of 1970 there was a rise in average gross domestic product, probably of over ½ per cent, and the corresponding increase between the two halves of the year was between 1½ and 2 per cent – following little change between the second half of 1969 and the first half of 1970.

Between 1969 and 1970, industrial production increased by only 1 per cent.

The main contributors to the growth of gross domestic product at constant prices between the first and second halves of 1970 were consumers' expenditure (which rose by over 2 per cent) and stockbuilding. Exports of goods and services were unchanged between the two half years.

Company profits rose between 1969 and 1970 but only to the level attained in 1968. Income from employment, as a percentage of total domestic income, reached 70.4 per cent, 1.5 per cent more than the previous highest percentage of 68.9 per cent, reached in 1966 and 1969.

Total personal income rose by 10½ per cent between 1969 and 1970. Wages and salaries rose by 12 per cent and in the second half of the year were 13½ per cent higher than a year earlier. After allowing for payments of taxes and national insurance, etc., contributions, personal disposable income increased by 9 per cent between 1969 and 1970. Consumer prices increased by 5½ per cent so that the increase in real personal disposable income between 1969 and 1970 was 3½ per cent compared with an increase of less than 1 per cent between 1968 and 1969. With a slower increase in consumers' expenditure than in personal disposable income, the savings ratio (the ratio of personal saving to personal disposable income) increased from 7.9 per cent to 8.5 per cent.

The financial surplus (net acquisition of financial assets) of the public sector increased by over £500 million between 1969 and 1970, offsetting the fall of about £300 million in the private sector and the improvement in the current balance of the balance of payments of about £200 million. Within the private sector, the financial surplus of the personal sector increased by over £300 million, but the financial surplus of companies was £600 million lower.

At constant prices, fixed investment rose by not much more than 1 per cent between 1969 and 1970, and the increase is negligible if allowance is made for the reduction in 1969 caused by the bringing forward of expenditure into 1968 in order to qualify for higher investment grants. Investment by manufacturing industry increased by about 3 per cent between the two years, after allowing for the effect of the change in investment grants.

General index of retail prices for February

THE DEPARTMENT of Employment and Productivity announce that at February 16, 1971, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 147·8 compared with 147·0 at January 19. The rise in the index during the month was due to higher postal charges, higher prices for restaurant, cafe and canteen meals, etc., and higher prices or charges for many other goods and services.

Production of man-made fibres in January

THE VOLUME of production of man-made fibres in January was 11 per cent higher than in January 1970.

Total production by weight of man-made fibres in January was 2 per cent more than in January 1970, with output of continuous filament 7 per cent more and staple fibre 3 per cent less.

Man-made fibre production

million lb. (†)

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1969	1,221·2	556·6	664·6
1970	1,321·5	567·8	753·7
1969 1st quarter	312·8	143·9	168·9
2nd quarter	316·8	142·6	174·2
3rd quarter	277·3	126·9	150·3
4th quarter	314·3	143·1	171·2
1970 1st quarter	323·6	139·8	183·8
2nd quarter	343·2	149·1	194·1
3rd quarter	327·9	133·9	194·0
4th quarter	326·9	145·1	181·8
1969 August	89·1	40·8	48·3
September	95·7	43·2	52·5
October	105·0	47·7	57·3
November	105·7	49·2	56·5
December	103·7	46·3	57·4
1970 January	110·8	48·4	62·4
August	100·4	41·8	58·6
September	112·4	45·1	67·3
October	107·7	48·6	59·1
November	110·2	50·1	60·1
December	108·9	46·4	62·6
1971 January	112·5	51·7	60·8

(†) From July 1967, the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight.'

Index of the volume of production of man-made fibres

1963 = 100

1964	117	
1965	129	
1966	142	
1967	154	
1968	201	
1969	213	
1970	238	
	Actual	Seasonally adjusted
1969 1st quarter	216	204
2nd quarter	221	211
3rd quarter	199	220
4th quarter	216	218
1970 1st quarter	228	215
2nd quarter	248	237
3rd quarter	234	259
4th quarter	241	244
1969 October	211	218
November	225	223
December	212	213
1970 January	228	220
February	224	213
March	233	221
April	253	236
May	249	235
June	243	239
July	238	250
August	219	255
September	244	258
October	240	246
November	251	245
December	233	236
1971 January	253	245

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1970. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

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Overseas royalty transactions in 1969

THIS ARTICLE presents figures of overseas royalty transactions obtained from the Department of Trade and Industry's overseas transactions inquiry for 1969.

The transactions covered in this note include royalties, licences, patents, trade marks, designs, copyrights, manufacturing rights and the like.

Altogether, the net gain to the current account of the balance of payments in 1969 from such transactions was some £12 million, about £5 million less than in 1968 but slightly more than in 1967. Receipts from abroad rose by 7 per cent to nearly £112 million, while payments abroad rose by nearly 15 per cent to £100 million.

Scope and coverage of the figures

The inquiry into overseas royalty transactions for 1969 was similar in scope to previous inquiries, the results of which were published in a series of articles in the *Board of Trade Journal* on July 29, 1966, July 21, 1967, August 23, 1968, May 14, 1969 and March 25, 1970. As then, the primary object of the inquiry was to measure the effect of royalty transactions on the United Kingdom's balance of payments, where they are included in the category, 'Other services' in the invisible account (see United Kingdom Balance of Payments 1970, Table 20). The results are also relevant to the study of technological progress and development.

Transactions relating to film and television rights, which are the subject of a separate inquiry, are not covered in this article, but a full account of the effect of transactions relating to cinematograph films and television on the balance of payments for 1969 and earlier years was given in the *Board of Trade Journal* on July 22, 1970.

Although the estimates for all firms given in Table 1 are shown to the nearest £0·1 million, they are not accurate to that degree. They are based on returns from firms co-operating in the overseas transactions inquiry, though not all firms approached provided information, and a large number of firms and individuals receiving or making small payments in respect of royalties (particularly for printed matter, performing rights, etc.) were not approached. An allowance has been made in Table 1 for the transactions of non-responding and exempt firms, based on returns to previous inquiries or on assumptions that the experience of small firms outside the inquiry would resemble that of comparable firms in the inquiry. It is estimated that firms providing full details in the inquiry represented just under three quarters of total receipts and over three quarters of total payments. As it is not possible to allocate the allowance for non-response by country or by industry, the more detailed tables in the note (Tables 2 to 5) are based solely on returns received in the inquiry.

Summary of results for all firms

Table 1 shows that receipts in respect of royalties, etc. rose very rapidly between 1967 and 1968. The increase of about a third was significantly affected by the devaluation of sterling, which inflated the sterling equivalent of transactions expressed in non-devaluing currencies. Receipts rose only moderately between 1968 and 1969, by less than the rise in overseas payments.

Receipts in respect of printed matter, sound recordings, etc. ('artistic' royalties), rose by a fifth between 1968 and 1968 slightly more slowly than the substantial rise between 1967 and 1968. Technological royalty receipts continued to grow in 1969, but at a much slower rate (4 per cent) than in recent years: over the period 1964-1969, the cumulative rate of growth of technological royalty receipts has been about 14 per cent a year. Within the total of royalty receipts, there was a continued rapid growth in receipts from related overseas concerns, i.e. overseas branches, subsidiaries, parents or associates of United Kingdom companies. Receipts from unrelated concerns rose by only 2 per cent between 1968 and 1969. The small rise in receipts from unrelated concerns was mainly due to a slight fall in receipts in respect of technological royalties which partly offset the rise in artistic royalty receipts.

Payments abroad in respect of technological royalties rose by nearly 15 per cent between 1968 and 1969, a slightly faster rate of growth than that of artistic royalty payments. Most of the increase in payments of technological royalties arose from transactions between parts of international companies, mainly payments by the United Kingdom branches, subsidiaries and associates to their foreign (mainly United States) parent companies. Payments to unrelated concerns abroad rose by 8 per cent, compared with a rise of a fifth in payments to related concerns.

The net result of these changes in receipts and payments was to give a higher surplus in 1969 than in 1968 of receipts over payments in respect of artistic royalties, which was partly offset by a small deficit (of £2 million) in respect of technological royalties. The net surplus on artistic royalties has risen continuously since 1964 (when this inquiry began) from £5 million to nearly £14 million. 1969 was the first year in which there was a deficit in respect of technological royalties, though the surplus has fluctuated considerably from year to year, having been as high as £8½ million in 1966, falling to £3 million in 1967 and recovering to £6 million in 1968.

Detailed analysis by area and industry

Tables 2 and 3 give a geographical analysis of receipts and payments in respect of royalty transactions by companies responding to the inquiry.

(Continued on next page)

Table 1. Royalties and similar transactions – estimates for all businesses (excluding oil companies)

£ million

ROYALTIES (†)	Transactions with all overseas concerns						Transactions with related concerns (‡)		Transactions with unrelated concerns	
	1964	1965	1966	1967	1968	1969	1968	1969	1968	1969
RECEIPTS (§)										
On printed matter, sound recordings or performing rights (‖)	13·9	15·4	15·7	15·0	21·0	25·5	4·6	6·0	16·4	19·5
Technological and mineral (¶)	44·3	48·3	56·8	62·8	83·2	86·3	25·1	29·7	58·1	56·6
TOTAL	58·2	63·7	72·5	77·8	104·2	111·8	29·7	35·7	74·5	76·1
EXPENDITURE (‡‡)										
On printed matter, sound recordings or performing rights (‖)	8·8	9·0	9·0	7·2	10·2	11·6	3·8	4·5	6·4	7·0
Technological and mineral (¶)	42·2	46·7	48·3	59·8	77·1	88·5	43·4	52·2	33·7	36·3
TOTAL	51·0	55·7	57·3	67·0	87·3	100·1	47·2	56·7	40·1	43·3
BALANCE (††)										
On printed matter, sound recordings, or performing rights (‖)	5·1	6·4	6·7	7·8	10·8	13·9	0·8	1·5	10·0	12·5
Technological and mineral (¶)	2·1	1·6	8·5	3·0	6·1	– 2·2	–18·3	–22·5	24·4	20·3
TOTAL	7·2	8·0	15·2	10·8	16·9	11·7	–17·5	–21·0	34·4	32·8

(†) Transactions covering royalties, licences to use patents, trade marks, designs, copyrights, etc., manufacturing rights and use of technical know-how
(‡) Transactions with overseas branches, subsidiaries, associated and parent companies
(§) Amounts debited to overseas
(‖) Excludes transactions in respect of rights to cinematograph films, television and broadcasting materials
(¶) Royalties, etc., other than royalties on printed matter, sound recording or performing rights and cinematograph films, etc.
(‡‡) Amounts credited to overseas
(††) – indicates United Kingdom debits

Table 2. Royalties and similar transactions – receipts from overseas by country and type, 1969

Summary of returns received — £ million

Area or Country	All Royalties, etc.			Printed, etc. Royalties	Technological and Mineral Royalties
	Total Receipts	Receipts from Related Concerns	Receipts from Unrelated Concerns		
OVERSEAS STERLING AREA	14·42	10·35	4·07	1·50	12·92
Developed countries	7·65	5·68	1·97	1·05	6·60
Of which:					
Australia	3·71	2·93	0·78	0·55	3·16
Irish Republic	0·42	0·29	0·13	0·04	0·38
New Zealand	0·67	0·43	0·24	0·08	0·59
South Africa	2·85	2·03	0·82	0·37	2·48
Developing countries	6·77	4·67	2·10	0·45	6·32
Of which:					
Hong Kong	0·29	..	..	0·08	0·21
India	2·43	1·56	0·87	..	..
Malaysia	0·83	0·73	0·10	..	..
Pakistan	0·71	0·67	0·04	..	..
Singapore	0·17	..	..	—	0·17
Commonwealth West Indies	0·57	0·46	0·11	..	..
Commonwealth Africa	0·83	0·76	0·07	..	..
Other Developing Countries	0·94	..	..	..	..
NON-STERLING AREA	63·93	21·78	42·15	14·50	49·43
Developed countries	56·15	18·50	37·65	13·62	42·53
Of which:					
Canada	2·58	1·97	0·61	0·38	2·20
United States of America	21·72	6·13	15·59	5·62	16·10
Western Europe	24·05	10·00	14·05	5·21	18·84
Of which:					
EFTA	2·68	0·87	1·81	0·54	2·14
Of which:					
Austria	0·19	0·09	0·10	0·06	0·13
Denmark	0·36	0·16	0·20	0·10	0·26
Portugal	0·40	..	..	..	..
Sweden	0·61	0·09	0·52	0·19	0·42
Switzerland	0·50	0·17	0·33	0·06	0·44
Finland	0·38	..	..	..	..
Norway	0·24	..	..	0·07	0·17
EEC	18·39	8·19	10·20	3·88	14·51
Of which:					
Belgium and Luxembourg	1·83	0·81	1·02	0·28	1·55
France	4·51	2·24	2·27	..	..
Western Germany	6·93	3·23	3·70	1·33	5·60
Italy	3·28	0·94	2·34	0·52	2·76
Netherlands	1·84	0·97	0·87	0·34	1·50
Japan	5·57	1·30	4·27	1·18	4·39
Developing countries	7·78	3·28	4·50	..	..
Western Europe	2·53	0·91	1·62	0·60	1·93
Of which:					
Spain	1·88	0·84	1·04	0·28	1·60
Yugoslavia	0·26	—	0·26	..	..
South and Central America:					
Of which:	3·59	2·14	1·45	0·21	3·38
Argentine	0·78	0·63	0·15	0·08	0·70
Brazil	0·10	..	..	0·06	0·04
Mexico	0·94	0·48	0·46	..	..
TOTAL OF RETURNS RECEIVED	78·35	32·13	46·22	16·00	62·35

Table 3. Royalties and similar transactions – overseas expenditure by country and type, 1969

Summary of Returns Received — £ million

Area or Country	All Royalties, etc.			Printed, etc. Royalties	Technological and Mineral Royalties
	Total Payments	Payments to Related Concerns	Payments to Unrelated Concerns		
OVERSEAS STERLING AREA	0·28	0·08	0·20	0·12	0·16
Developed Countries	0·13	..	..	0·07	0·06
Developing countries	0·15	..	..	0·05	0·10
NON-STERLING AREA	77·05	49·30	27·75	8·21	68·84
Of which:					
Canada	0·34	0·19	0·15	..	..
United States of America	55·69	41·36	14·33	4·78	50·91
Western Europe	15·65	7·63	8·02	1·78	13·87
Of which:					
EFTA	6·49	3·17	3·32	0·38	6·11
Of which:					
Denmark	0·85	..	..	..	..
Sweden	1·24	0·48	0·76	..	..
Switzerland	4·15	2·39	1·76	0·29	3·86
EEC	9·06	4·45	4·61	1·34	7·72
Of which:					
Belgium and Luxembourg	0·66	..	..	0·23	0·43
France	4·57	3·27	1·30	0·60	3·97
Italy	1·33	0·23	1·10	..	..
Netherlands	0·64	0·40	0·24	0·06	0·58
Western Germany	1·85	0·33	1·52	0·33	1·52
Japan	0·19	—	0·19	—	0·19
TOTAL OF RETURNS RECEIVED	77·33	49·38	27·95	8·33	69·00

About 18 per cent of receipts were from concerns in countries within the overseas sterling area, notably Australia. Within the non-sterling area, substantial amounts were received from the United States (28 per cent of all reported receipts), Western Germany (9 per cent), Japan (7 per cent) and France (6 per cent). Artistic royalty receipts were almost entirely from non-sterling area countries (91 per cent of the total), with the United States accounting for over a third and Western European countries fractionally under a third of the total.

Royalty payments were almost exclusively made to non-sterling area countries, with the United States receiving over 70 per cent of the total, especially from their affiliates in the United Kingdom which accounted for over half of all payments. Western European countries received a fifth of the total.

A summary of receipts and payments in respect of transactions with three broad areas, the United States, Western Europe and the rest of the world is given in Table 4. This is subject to a number of limitations, as it cannot be assumed with confidence that the extent of non-response is the same in each case, but it gives a broad indication of how the net surplus is made up of a deficit in respect of transactions with the United States, which is more than offset by surpluses elsewhere. From this table, it appears that the fall in the surplus between 1968 and 1969 was mainly due to a larger deficit with the United States. The surplus of receipts over payments in respect of Western Europe and the rest of the world was at or above its 1968 level in 1969.

Table 4. Broad area analysis of Royalty transactions

Summary of returns received — £ million

	Royalty Receipts in 1969 (†)	Royalty Payments in 1969 (‡)	Net Royalty Receipts in 1969 (†) *less* (‡)	Net Royalty Receipts in 1968
United Kingdom transactions with:				
THE UNITED STATES				
Total Royalties	21·7	55·7	–34·0	–25·2
Related concerns	6·1	41·4	–35·3	–28·0
Unrelated concerns	15·6	14·3	1·3	2·8
Artistic Royalties	5·6	4·8	0·8	0·3
Technological and Mineral Royalties	16·1	50·9	–34·8	–25·5
WESTERN EUROPE				
Total Royalties	24·0	15·6	8·4	6·1
Related concerns	10·0	7·6	2·4	—
Unrelated concerns	14·0	8·0	6·0	6·1
Artistic Royalties	5·2	1·8	3·4	3·0
Technological and Mineral Royalties	18·8	13·8	5·0	3·1
REST OF THE WORLD				
Total Royalties	32·6	6·0	26·6	26·1
Related concerns	16·0	0·4	15·6	13·5
Unrelated concerns	16·6	5·6	11·0	12·6
Artistic Royalties	5·2	1·8	3·4	3·7
Technological and Mineral Royalties	27·4	4·2	23·2	22·4

An industrial analysis of royalty transactions is given in Table 5. The classification is based on the main activity of the United Kingdom enterprise making or receiving the payment and may not always reflect closely the industrial activity to which the transaction relates. Enterprises in the chemical and allied industries maintained their position as making the largest contribution to the total receipts (31 per cent of the total, a slightly smaller proportion than in 1968). Substantial receipts also accrued to enterprises in the electrical engineering industry and in miscellaneous manufacturing industries. Companies in the mechanical and electrical engineering industries accounted for nearly 45 per cent of payments abroad in 1969, a slightly higher proportion of the total than in 1968.

Notes and definitions

Firms were asked to return amounts payable to, or receivable from, overseas concerns (including individuals) in respect of the right to use processes and other information (e.g. royalties, licences to use patents, trade marks, designs, copyrights, etc., or for manufacturing rights and use of technical 'know-how'). Royalties, etc., on printed matter, sound recordings or performing rights were also included. The mineral royalty transactions recorded relate to overseas mineral rights, other than oil, in respect of which payments were made to or from companies registered in the United Kingdom. Separate details for this category were not collected for 1969 and they were groups with 'technological' royalties. Royalties, rentals, etc., in respect of cinematograph film and television programme material are excluded.

The statistics relate to those payments and receipts which can be identified, and consequently fall short of providing a complete picture. Royalties, etc., included in the recorded value of United Kingdom imports and exports are excluded, e.g. where charges for royalties, etc., are incorporated in the contract price of capital goods, and cannot be separately distinguished. This omission is probably most important in respect of large contracts made by individual firms or consortia for the erection of complete plants, where the knowledge of how to operate them is an integral part of the contract.

Another substantial omission from these figures consists of earnings from overseas affiliates which are included indistinguishably as part of direct investment income. A study of the effects of knowledge sharing between United Kingdom companies and related overseas concerns, which investigates the extent to which international groups gain from knowledge-sharing and how far the benefits to overseas affiliates are reflected in direct investment earnings rather than explicitly as royalty payments, is contained in 'Effects of United Kingdom Direct Investment Overseas. Final Report', by W. B. Reddaway, in collaboration with S. J. Potter and C. T. Taylor (Cambridge University Press, 1968).

Amounts reported are those payable or receivable whether on current or capital account, after deduction, where appropriate, of United Kingdom or overseas tax. Amounts payable to agents for charges (less discounts) for services rendered in connection with royalties and similar transactions have been included as have agency earnings of United Kingdom concerns and lump sum settlements, but sales commissions and registration fees on patents held by United Kingdom concerns have not been included.

Companies in this inquiry were asked to make returns for their accounting years if information was not available for calendar years.

The statistics relate to the 'United Kingdom' which is defined as Great Britain, Northern Ireland, the Isle of Man and the Channel Islands.

The inquiry covered transactions between United Kingdom and overseas concerns (and individuals). These concerns could be related, i.e. parent companies, branches, subsidiaries or associates of the reporting companies, or not related in any way; transactions with these two categories were reported separately. In a few instances where separate returns were received for different parts of the same United Kingdom enterprise, the returns were combined for purposes of classification and compilation.

Returns were classified to industry according to the main activity of the United Kingdom business.

Table 5. Industry analysis of Royalties and similar transactions, 1969

Summary of returns received

£ million

	Receipts			Expenditure		
	Total	Related	Unrelated	Total	Related	Unrelated
ALL MANUFACTURING INDUSTRIES	67·70	28·92	38·78	70·47	46·11	24·36
Food, drink, tobacco	7·25	4·83	2·42	1·81	0·98	0·83
Chemical and Allied industries	24·47	9·04	15·43	14·03	8·77	5·26
Electrical engineering	9·72	4·76	4·96	17·72	13·92	3·80
Non-electrical engineering	6·00	3·58	2·42	16·45	11·89	4·56
Ships, aircraft and vehicles including motor vehicles	4·12	1·16	2·96	3·97	0·41	3·56
Textile, clothing and footwear	1·19	0·72	0·47	1·17	0·24	0·93
Paper, printing and publishing	2·75	1·03	1·72	1·90	0·89	1·01
Other manufacturing industries	12·20	3·80	8·40	13·42	9·01	4·41
DISTRIBUTION AND OTHER ACTIVITIES	10·65	3·21	7·44	6·86	3·27	3·59
TOTAL OF RETURNS RECEIVED	78·35	32·13	46·22	77·33	49·38	27·95

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in December showed an increase of 11 per cent on a year earlier, compared with increases of 9 per cent in October and 5 per cent in November.

The value of stocks at the end of December was 3 per cent lower than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	*– 3*	..	..
1967	104	*– 5*	..	..
1968	108	*4*	..	..
1969	103	*– 5*	..	..
1970	107	*4*	..	..
1969 1st quarter	88	*–13*	153	*13*
2nd quarter	98	*5*	138	*7*
3rd quarter	100	*– 4*	157	*8*
4th quarter	124	*– 6*	147	*17*
1970 1st quarter	90	*2*	161	*5*
2nd quarter	97	*– 2*	140	*1*
3rd quarter	105	*5*	146	*– 7*
4th quarter	135	*8*	143	*– 3*
1969 December	114	*1*	147	*17*
1970 January	60	*– 4*	140	*8*
February	92	*3*	154	*8*
March	119	*6*	161	*5*
April	103	*– 5*	146	*2*
May	92	*– 5*	151	*2*
June	95	*6*	140	*1*
July	83	*10*	145	*– 3*
August	99	*6*	143	*– 6*
September	134	*2*	146	*– 7*
October	153	*9*	129	*– 7*
November	124	*5*	140	*– 9*
December	127	*11*	143	*– 3*

Table 2. Analysis by department

Percentage increase compared with a year earlie

	Sales		Stocks (‡)
	December 1970	January-December 1970	December 1970
Women's knitted outerwear, blouses and skirts	42	3	– 7
Women's coats, costumes, furs and raincoats	– 5	– 7	–39
Women's underwear	3	– 9	–32
Women's hose and children's socks	– 6	–15	6
Women's millinery	14	– 1	5
Haberdashery, ribbons and wool	10	– 6	4
Children's wear	29	– 1	– 5
Men's and boys' shirts, pyjamas and outfitting	–12	6	27
Gloves	–14	1	49
Piece-goods and nets	5	–13	–21
Household textiles	28	–13	10
Floor coverings, furniture and hardware	20	13	– 5
Boots and shoes	22	7	2
Total†	11	3	– 3

† Including some items not included among the sub-headings. ‡ Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

INDEX OF REGULAR STATISTICS

When did Trade and Industry *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Vehicle production in February

THE DEPARTMENT OF TRADE and Industry have announced that in the four weeks to February 27, 1971, the average rate of recorded production of cars was 33,551 a week, 1 per cent lower than in the corresponding period last year. The average rate of recorded production of commercial vehicles was 7,992, 9 per cent lower than last year. For both cars and commercial vehicles, production for export was higher than in February 1970.

Production in February was very seriously affected by industrial disputes and any comparison either with February 1970 – itself fairly badly affected by industrial disputes – or with more recent months, is of very limited significance.

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

Table 1. Recorded production

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Averages	Totals	Home	Export	Weekly Averages
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,552,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,869
1969	53	1,717,073	892,758	824,315	32,398	465,776	272,998	192,778	8,788
1970	52	1,640,966	918,109	722,857	31,557	457,532	267,407	190,125	8,799
1971	52								
1969 1st quarter	13	451,156	239,544	211,612	34,704	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	169,476	27,275	98,435	57,463	40,972	7,572
4th quarter	14	426,099	222,182	203,917	30,436	120,571	70,142	50,429	8,612
1970 1st quarter	13	436,512	237,413	199,099	33,578	115,251	68,798	46,453	8,865
2nd quarter	13	470,164	263,064	207,100	36,166	132,415	78,431	53,984	10,186
3rd quarter	13	277,173	157,149	120,024	21,321	74,920	43,486	31,434	5,763
4th quarter	13	457,117	260,483	196,634	35,163	134,946	76,692	58,254	10,380
1971 1st quarter	13								
2nd quarter	13								
3rd quarter	13								
4th quarter	13								
1970 January	4	146,560	80,854	65,706	36,640	40,610	24,524	16,086	10,152
February	4	135,489	72,851	62,638	33,872	35,117	21,608	13,509	8,779
March	5	154,463	83,708	70,755	30,893	39,524	22,666	16,858	7,905
April	4	136,760	75,475	61,285	34,190	39,341	24,667	14,674	9,835
May	4	137,766	76,016	61,750	34,442	41,542	24,494	17,048	10,386
June	5	195,638	111,573	84,065	39,128	51,532	29,270	22,262	10,306
July	4	80,827	42,953	37,874	20,207	22,284	12,055	10,229	5,571
August	4	96,052	57,227	38,825	24,013	25,222	15,280	9,942	6,306
September	5	100,294	56,969	43,325	20,059	27,414	16,151	11,263	5,483
October	4	139,926	79,658	60,268	34,982	45,098	25,885	19,213	11,274
November	4	155,006	89,489	65,517	38,751	45,228	25,679	19,549	11,307
December	5	162,185	91,336	70,849	32,437	44,620	25,128	19,492	8,924
1971 January	4	156,194	88,238	67,956	39,048	43,025	24,143	18,882	10,756
February	4	134,205	67,661	66,544	33,551	31,966	17,967	13,999	7,992
March	5								
April	4								
May	4								
June	5								

Table 2. Production – seasonally adjusted

Monthly averages — Thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home	Export	Total	Home	Export
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1969	143	74	69	38·8	22·7	16·1
1970	137	77	60	38·1	22·3	15·8
1971						
1969 1st quarter	141	76	65	38·1	23·1	15·0
2nd quarter	150	78	72	39·5	22·9	16·6
3rd quarter	145	74	71	39·7	22·8	16·9
4th quarter	135	69	66	37·9	22·1	15·8
1970 1st quarter	138	76	62	37·1	22·7	14·4
2nd quarter	140	80	60	39·9	23·4	16·5
3rd quarter	116	65	51	30·7	17·5	13·2
4th quarter	154	86	68	44·9	25·6	19·3
1971 1st quarter						
2nd quarter						
3rd quarter						
4th quarter						
1970 January	154	83	71	43·8	26·9	16·9
February	135	76	59	35·3	22·5	12·8
March	125	69	56	32·1	18·6	13·5

Monthly averages — Thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home	Export	Total	Home	Export
1970 April	133	75	58	38·2	23·9	14·3
May	134	75	59	41·3	24·2	17·1
June	152	89	63	40·1	22·2	17·9
July	120	63	57	31·0	16·6	14·4
August	136	80	56	36·9	21·9	15·0
September	91	50	41	24·2	14·0	10·2
October	150	79	71	47·6	27·0	20·6
November	163	93	70	46·4	26·8	19·6
December	148	85	63	40·6	23·0	17·6
1971 January	165	91	74	46·5	26·6	19·9
February	134	71	63	32·1	18·8	13·3
March						
April						
May						
June						
Average of						
September-November	135	74	61	39·4	22·6	16·8
December-February 1971	149	82	67	39·7	22·8	17·0
Percentage change	*+10*	*+11*	*+10*	*+1*	*+1*	*+1*

Made-up clothing industry: orders and deliveries

IN THE FOURTH QUARTER of 1970 net new orders received by the made-up clothing industry are provisionally estimated to have been 2 per cent less than in the preceding quarter. As deliveries, which were 2 per cent up, were exceeded by net new orders the order books at the end of the year were 2 per cent more than at the end of the third quarter.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

MADE-UP CLOTHING

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 deliveries = 100		Average 1963 deliveries = 100	
1963	107		101		100	
1964	112		104		104	
1965	137		112		109	
1966	114		106		109	
1967	124		107		105	
1968	148		110		107	
1969	143		107		107	
1970 p	157		113		111	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	132	143	101	104	109	106
2nd quarter	143	134	110	104	104	109
3rd quarter	133	145	102	114	108	108
4th quarter	143	143	114	105	108	107
1970 1st quarter	140	152	109	116	110	110
2nd quarter	151	143	115	105	109	110
3rd quarter	142	153	105	116	110	110
4th quarter p	157	156	121	114	114	112
1969 June	143	134	91	86	106	108
July	142	140	101	115	103	105
August	146	151	108	127	101	109
September	133	145	97	100	119	109
October	140	148	130	114	118	108
November	151	147	134	106	115	108
December	143	143	77	97	91	105
1970 January	144	143	98	110	96	109
February	140	143	111	108	117	108
March	140	152	118	128	118	114
April	139	150	111	102	112	106
May	149	146	121	107	105	114
June	151	143	114	107	110	112
July	146	145	97	110	105	107
August	138	141	88	108	101	114
September	142	153	129	128	123	108
October	149	157	138	120	126	115
November	158	153	133	105	118	110
December p	157	156	92	116	97	111

Textile industry: orders and deliveries

IN THE FOURTH QUARTER of 1970 net new orders received by the textile industry were provisionally estimated to have been 8 per cent less than in the third quarter. They were overtaken by deliveries, which were unchanged in the fourth quarter, so that order books at the end of the year were 4 per cent lower than at the end of the third quarter.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 deliveries = 100		Average 1963 deliveries = 100	
1963	117		105		100	
1964	129		106		103	
1965	124		103		104	
1966	105		97		102	
1967	118		102		99	
1968	144		118		111	
1969	134		110		113	
1970 p	126		113		114	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969 1st quarter	148	144	121	113	116	114
2nd quarter	143	142	109	114	115	116
3rd quarter	133	138	93	107	103	111
4th quarter	134	134	119	108	118	112
1970 1st quarter	137	133	118	113	114	114
2nd quarter p	130	130	109	111	117	114
3rd quarter p	127	135	102	119	105	114
4th quarter p	126	130	120	109	121	114
1969 June	143	142	107	105	121	116
July	138	142	81	108	95	109
August	132	137	80	97	100	112
September	133	138	117	116	114	113
October	137	141	135	122	122	112
November	138	138	130	104	127	114
December	134	134	92	96	104	109
1970 January	136	135	118	117	110	113
February	136	134	119	110	121	115
March	137	133	117	113	112	115
April	135	133	112	115	120	114
May	132	132	105	112	113	116
June	130	130	110	107	117	113
July p	128	133	89	117	95	109
August p	126	133	96	121	104	119
September p	127	135	121	118	116	112
October p	127	134	128	115	128	117
November p	128	131	134	107	131	117
December	126	130	98	105	104	109

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30, 1970, (page 587).

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts, 1960 to 1970, during the week ended Friday, March 26, 1971. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
A Touch Of The Other	Br/E 35399/27/3/76	92	March 24	Queensway Promotions Ltd.	Global Films Ltd., and Queensway Promotions Ltd.
Dad's Army	Br/E 35400/27/3/76	95	March 24	Columbia Pictures Corporation Ltd.	Columbia (British) Productions Ltd.
Creatures The World Forgot	Br/E 35401/27/3/76	95	March 24	" " " "	Hammer Film Productions Ltd.
Movietone News 2181	Br/E 35248/27/3/76	7	March 26	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2181A	Br/E 35249/27/3/76	8	March 26	" " " "	" " "
				FOREIGN	
From Nashville With Music	F 35396	86	March 23	Ember Film Distributors Ltd.	John Bradford Productions
Deadwood 76	F 35397	97	March 23	" "	Fairway International Productions
Bedroom Mazurka	F 35398	88	March 24	Gala Film Distributors Ltd.	Palladium Films Copenhagen
The Priest's Wife	F 35402	103	March 25	Warner Bros. Distributors Ltd.	Compagnia Cinematografica Champion, Rome
Death In Venice	F 35403	130	March 25		Alpha Cinematografica, S.r.l., Rome
Fast And Furry-Ous	F 35404	7	March 25	" " "	Warner Bros. Pictures Inc.
Zipping Along	F 35405	7	March 25	" " "	
All Fowled Up	F 35406	7	March 25	" " "	" " "
For Singles Only	F 35407	90	March 25	Columbia Pictures Corporation Ltd.	Columbia Pictures Corporation
The Owl And The Pussycat	F 35408	97	March 25	" " "	Rastar Productions Inc.
The Wild Country	F 35409	100	March 25	Walt Disney Productions Ltd.	Walt Disney Productions
Simon The Swiss (Le Voyou)	F 35410	120	March 25	United Artists Corporation Ltd.	Les Films Ariane S.A., Paris

Index of industrial production for Wales§: fourth quarter and the year 1970

1970: Fourth quarter

THE INDEX of industrial production for Wales fell by 1 point in the fourth quarter compared with the level recorded in the third. This compared with a rise of over 2 points for the United Kingdom over the same period. The seasonally adjusted figure for Wales was 124 compared with 125 in the third quarter, and 124 in the fourth quarter of 1969. The decline was largely attributable to a sharp drop in the output of coal due to industrial action: Mining and Quarrying fell by 16 points.

The output of the Construction industry rose by 5 points from the very low level of the previous quarter, but still remained below the levels attained during most of 1969, and the first half of 1970. The Manufacturing sector in general was, however, more buoyant, as was also the case in the United Kingdom. The Index of Welsh Manufacturing Industry maintained the record level of 137 reached in the third quarter, and was 5 points above the level of the fourth quarter of 1969. Within this sector the most rapid growth was experienced by Food, Drink and Tobacco (+7), the Timber and Paper group (+4) and Electrical Engineering (+14), all of which, with the addition of vehicles, reached record levels during the quarter. Bricks, Pottery, Glass and Cement also gained 15 points over the same period.

The quarter saw considerable falls in Coal and Petroleum Products, Gas, Electricity and Water, and Metal Manufacture.

1970: Annual figures

The Wales All Industries Index for 1970 rose by 1 point to 124 remaining at a par with that of the United Kingdom, but was still 1 point below the record level established in 1968. The Manufacturing sector rose, however, to a new high level of 135 compared with 132 attained in both 1968 and 1969. In this sector the Welsh index maintained its better performance vis-à-vis the United Kingdom.

Mining and Quarrying fell by 12 points to 66, and Construction is provisionally estimated to have remained at its 1969 level, the rise in the second quarter having compensated for the poor performance in the third and fourth: nevertheless the output of the industry was still 7 points below that of 1968. This accords with the sharp fall experienced since 1968 in the Bricks, Pottery, Glass and Cement sector which was among those whose 1970 output remained below the levels of 1969. Other such sectors were Non-Ferrous Metal (−7), Mechanical and Instrument Engineering (−14), Other Engineering and Metal Goods (−2), and Other manufacturing (−1). Major improvements over the year were made in Food, Drink and Tobacco (+5), Ferrous Metal (+9), Electrical Engineering (+14), and Vehicles (+7), all of which, with the exception of Ferrous Metals, attained record levels. Gas, Electricity and Water, similarly, reached a new high level.

1963 = 100

1968 SIC	1963 Weights per Thous.	Annual Indices			Quarterly Indices‡				
		1968	1969	1970	1969	1970			
					4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter
Total all industries	1,000	125	123	124	124	122	125	125	124
Mining and quarrying	142	89	78	66	75	70	67	71	55
Manufacturing industries:									
Total	650	132	132	135	132	131	134	137	137
Food, drink and tobacco	41	109	108	113	110	108	115	110	117
Coal and petroleum products	16	130	148	149	152	152	142	160	143
Chemical and allied industries	47	162	160	160	160	156	160	162	162
Metal manufacture: Total	227	108	101	109	98	105	109	114	109
Ferrous	198	108	100	109	96	103	108	114	110
Non-ferrous	29	115	117	110	112	111	115	113	102
Engineering and allied industries: Total	167	151	155	156	156	150	159	157	159
Mechanical and instrument engineering	48	204	207	193	209	188	198	195	193
Electrical engineering	54	134	138	152	138	138	155	152	166
Vehicles (including aircraft)	30	132	145	152	152	149	153	152	153
Other engineering and metal goods not elsewhere specified	34	122	117	115	115	113	117	115	116
Textiles, leather and fur, clothing and footwear	70	126	128	129	131	126	127	131	134
Timber and furniture, paper printing and publishing	35	147	163	164	163	163	161	164	168
Bricks, pottery, glass, cement, etc.	21	183	163	160	160	153	160	156	171
Other manufacturing industries	26	150	156	155	160	155	153	156	156
Construction†	128	134	127	127	133	128	139	119	124
Gas, electricity and water	80	123	127	130	128	131	128	134	128
For comparison: United Kingdom index† (key components)									
Total all industries	1,000	119·8	122·9	123·8	123·5	123·4	123·4	123·1	125·4
Mining and quarrying	56	84·8	80·3	78·4	76·9	80·5	79·3	79·0	74·6
Manufacturing industries: Total	749	121·4	125·6	127·1	126·7	126·4	126·3	126·4	129·2
Metal manufacture	60	111·1	114·5	114·3	114·3	117·5	115·2	108·9	115·6
Engineering and allied industries	313	122·4	127·2	128·0	128·1	128·3	127·4	126·4	129·7
Construction	127	121·8	118·9		117·2	113·2	115·9	113·3	
Gas, electricity and water	68	128·2	136·2	143·1	138·9	144·7	141·8	141·4	144·5

§ The above figures incorporate, in the light of the most recent information, amendments which have been found necessary to figures already published.
† The indices for Welsh construction output for the fourth quarter and year, 1970, are provisional, as are all the United Kingdom indices for the fourth quarter, 1970.
‡ These figures are all seasonally adjusted.

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for January 1971 is 162 (1963=100). This is 16 points higher than the index for December 1970 and 16 points higher than for January 1970.

The index numbers for the main industrial groups with the increase on January 1970 shown in brackets are: textiles 233 (+50 points), clothing 125 (+11), engineering and metals 131 (+8), food, drink and tobacco 117 (+6), timber and furniture 138 (+4), mineral products 128 (+18), other manufacturing industries 246 (+29), gas, electricity and water 222 (+13).

Business Monitor on overseas travel

STATISTICS OF TRAVEL to and from the United Kingdom obtained from the International Passenger Survey, are to be published quarterly in a new Business Monitor Series for Overseas Travel and Tourism. The first of the new series was published on March 24.

The Survey is carried out by interviewing passengers entering and leaving the United Kingdom on the main air and sea routes.

The Business Monitor will also give details of the latest monthly figures of arrivals of foreign visitors, derived from Home Office records.

An annual supplement, to be published in the summer, will give the full final annual results of the International Passenger Survey, which have hitherto been published in *Trade and Industry*.

The new Monitor (M6: Overseas Travel and Tourism) is obtainable from HMSO, PO Box 569, London, S.E.1, for an annual subscription of 37½p.

Exhibitions and Fairs

More selective DTI assistance to fairs and missions

MR. MICHAEL NOBLE, Minister for Trade, at the Department of Trade and Industry, explained how the Government intended to be more selective in its assistance to firms under the fairs and missions programme, both in terms of markets and commodities when addressing the Westminster Chamber of Commerce on March 24.

After mentioning a review into the programme which his Department had recently conducted, Mr. Noble said: 'We shall in future concentrate our assistance where it is most needed. To do this we shall establish clear priorities both in markets and commodities. In consultation with trade bodies we shall draw up a co-ordinated programme of promotions that we shall assist. Events in each country will be planned as part of the overall global picture.

'In 1972/3 we expect to focus special attention on the markets of the prospective enlarged EEC. This is an area already of great importance and of increasing potential. Our exports to Western Europe have recently been rising very fast. They now account for 41 per cent of our total export trade. We shall also attend to other fast growing markets; principally the other industrialized countries and particularly Japan.'

Mr. Noble went on to say that the commodity pattern of exports had also been changing. 'In future,' he said, 'more of the available resources are likely to go to capital goods. There will also be more selectivity in the choice of industries and firms encouraged to participate in schemes. We shall concentrate on firms from which the greatest increase in exports can be expected.'

Protection for overseas investment

Mr. Noble also referred to the Government's consideration of the possibilities of an investment insurance scheme. Speaking of the protection of investment he said: 'It is up to the countries which need British investment and will benefit from it to create an attractive economic climate and good security for it. But there has been a strong feeling in many quarters in industry that something more is needed – that like most of the industrialized countries of the West we should provide facilities for enabling British investors to insure against the political risks of blocked transfers and expropriation which exists in many parts of the world today. Well, we have been looking closely into what such an insurance scheme would entail and I hope that we shall soon be in a position to reach some conclusions.'

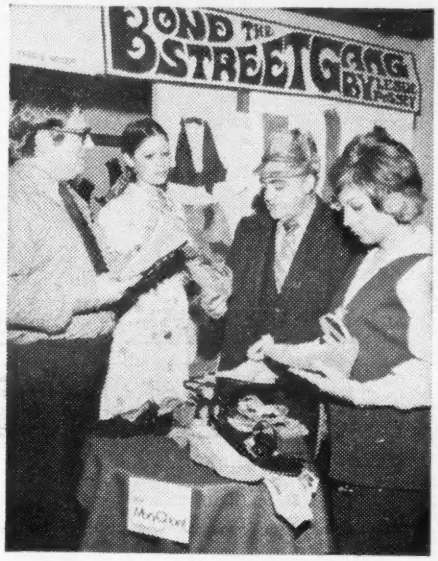
Computerized Export Intelligence

Mr. Noble also referred to the growing number of subscribers to the computerized Export Intelligence Service. There were now almost 5,000. His department aimed to increase this figure to 7,500 by the end of 1971.

EEC membership

On the question of EEC membership he was not discouraged by the slow progress of the negotiations. He said that the time the Six took to agree a position amongst themselves showed the importance that was attached to reaching a satisfactory agreement with Britain.

Our entry, he added, would depend on the negotiation of fair and reasonable terms and he was convinced industry would benefit from the stimulus of competition and the enormous opportunities offered by a tariff-free market of over 250 million people.



All eyes are focused on the same subject at the New York National Shoe Fair. (Left to right) Leslie Fossey, Impex Shoes, Joanna Rubens, designer in suede, Short Story, New York, and Mr. and Mrs. Larry Martin, Jay Lynn Shoes, Hollis, New York. *(Report on page 708).*

MILAN TRADE FAIR

12 days of general trade fair: 14 - 25 April

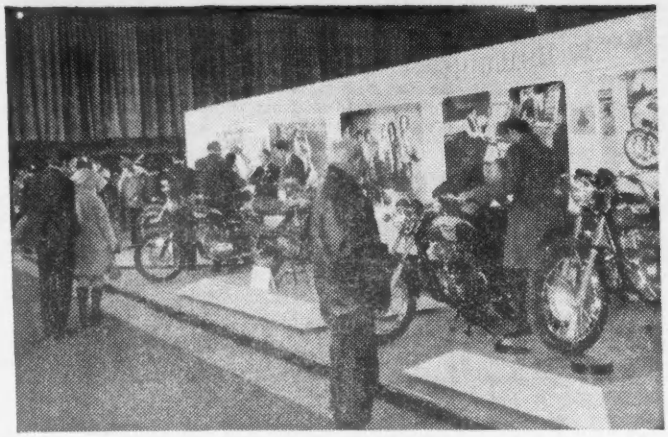
269 days of specialized trade shows

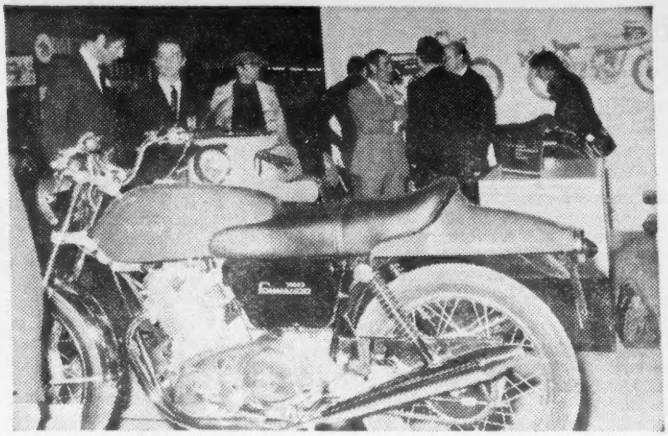
Here are some of the figures for the last annual exhibition cycle, May 1969 to April 1970: 43 specialized trade shows as well as the general trade fair □ 26,098 exhibitors □ 1.64 million sq. yds. of display sites and premises □ 90 countries sending exhibitors □ 75 countries officially participating □ over 4 million visitors from 138 countries of all continents.

Plan a visit to Milan Fair. And another to the trade show that specializes in your line of business.

The Advance Catalogue, listing 80 % of all exhibits shown at the big April trade fair, is available every year as from February 1st. Its detailed index of commercial items is in English, French, German, Italian and Spanish.

Visitors' Cards and information may be obtained from: Segreteria Generale Fiera di Milano, Largo Domodossola 1, 20145 Milano (Italy) or from the Milan Fair Representative: Dr. Vittorio Schiazzano, 31 Old Burlington Street, London W. 1 ☎ 01-734 2411.





Triumph and Norton – two household names in the motorcycle world – had prominent displays at the Zurich International Cycle and Motorcycle Exhibition.

Dominant hold of United Kingdom cycle and motorcycle manufacturers on Swiss market confirmed at Zurich show

A report from the British Consulate-General, Zurich

FUTURE SALES OF British cycles and motorcycles in Switzerland should only be limited by the capacity of manufacturers to meet demand. This was the overall impression gained by United Kingdom exhibitors at the International Cycle and Motorcycle Exhibition which was held in Zurich from February 24-March 1.

The members of the British Cycle and Motorcycle Industries Association who displayed their products in association with the Department of Trade and Industry's joint venture scheme all expressed satisfaction with results obtained.

In the case of one exhibitor, an almost certain agency agreement was reached, while another sold a machine valued at around £1,000 within a few hours of the opening.

The well-known names of BSA, Greeves, Triumph, Norton Villiers Ltd., Raleigh Industries and Sturmey Archer Ltd., seen on the British stand, all attracted considerable interest. Exhibits ranged from the BSA/Ariel three-wheeler to the big Norton production road-racing machine.

In addition, many British products were shown by Swiss firms, including crash helmets, leather riding outfits and boots.

The show was housed in four halls with an area of 10,000 sq. metres and included exhibits from almost all West European countries, as well as Finland, Sweden, Japan, Czechoslovakia, Spain and the United States.

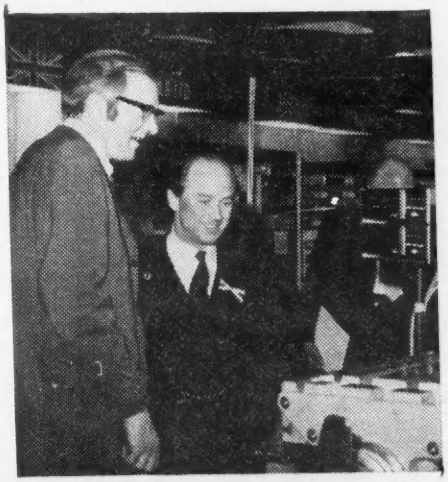
Some 58,000 visitors attended the show, an increase approaching 45 per cent over the previous event.

Reports from British exhibitors indicated that not only Swiss came in large numbers, but also visitors from Germany, Italy and Austria. Also, large groups of American servicemen stationed in Germany attended.

Participation in this show was organized under the Department of Trade and Industry joint venture terms.

The British stand – designed by the Central Office of Information – received much favourable comment.

The British stand was particularly welcomed by the president of the organizing committee – it was the only national stand at the exhibition.



Sir John Eden, Minister for Industry, (right), is seen talking to Mr. Mike Tattam, export manager, at the stand of the Industrial Instrument Division of Smiths Industries at the INEL Exhibition. In the foreground is a Venture machine-tool digital readout system (type MSI) used for measuring machined metal in two co-ordinates.

Footwear exports to America may increase following participation in New York show

A report from J. B. Houldsworth, British Trade Development Office, New York

BRITISH FOOTWEAR manufacturers eager to continue their successful export drive in the United States market recently took part in another important American trade show. A group of 11 firms sponsored by the British Footwear Manufacturers' Federation (BFMF), participated under Department of Trade and Industry joint venture terms in the National Shoe Fair of America held in New York from March 7-10.

All 11 firms are experienced exporters and the majority have taken part in the same event for the last few years. The BFMF was again represented by its overseas director, Mr. Bryan Wallis.

The New York Shoe Fair is one of the largest footwear trade shows held in the United States. It attracts some 10,000 buyers from all over the country and Canada, and is now held bi-annually in early Spring and late Autumn, in three neighbouring commercial hotels in mid-town Manhattan.

Group display

The show attracted some 700 exhibitors, many from overseas. Normally the latter display their range of footwear in individual showrooms at the Hotel New Yorker, but for the second successive year, British manufacturers exhibited successfully as a group in the New Orleans Room of this hotel. They were again well pleased with the flow of American buyers who were attracted to their well laid out display.

For 1971 British shoe designers have updated the lace-up shoe and already there are indications that this type of footwear will make a spectacular fashion come-back in the Autumn.

Several of the British manufacturers featured big bold eyelets and laces – including dual colour stripes – in footwear using a variety of leathers that include suedes, kid skins, and high polish finishes. Popular colours seem to be mixes of aubergine/black and nut brown/harvest brown.

Another important feature was the use of lace-ups purely as decoration with concealed zippers and high leg styles. Toe shapes included a new rounded last in addition to the ever popular broad 'soft square.' The leathers used were generally of extra light weight and soft in texture.

At the end of the four day show several of the British firms planned extensive sales trips to other American cities, with a view to increasing their business with existing customers, and seeking out new outlets.

Most of the British group were optimistic about their future sales in the United States and intimated their interest in returning here for the National Shoe Fair to be held in Houston, Texas, from September 12-15.

The United States continues to be a very good customer for footwear, taking more than a quarter of Britain's exports and is the largest overseas market for the industry.

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index.*

Biggest British joint venture in Switzerland visited by Sir John Eden

A report from J. M. Gysin, Vice-Consul Commercial, British Consulate-General, Zurich

THE MINISTER for Industry, Sir John Eden, was guest of honour at the opening of the International Electronics (INEL) and Electro Medical Engineering (MEDEX) Exhibition in Basle (March 9-13).

Sir John's speech to about 400 journalists at a special press reception held by the British Electrical and Allied Manufacturers Association ensured considerable publicity in the national and trade press, as well as television and radio coverage for the British group stands. The latter were sponsored by BEAMA and the Department of Trade and Industry.

On the second day, HM Ambassador to Switzerland, Mr. Eric Midgley, made a special tour of the British group stands and the independent exhibitors.

INEL

The total area of this exhibition increased by 40 per cent and the number of exhibitors rose by 130 to 619, in comparison with the previous event in 1969.

Nevertheless, the increase in the number of visitors from 38,500 to 43,000 did not match the increase in size of the exhibition, and the number of visitors to the stands on the opening days was disappointing.

However, business became brisk by the third day and at the end of the show most British exhibitors had profited by their participation.

MEDEX

This, the first International Medical Electronics and Bio-Engineering Exhibition and congress to be held jointly with INEL, attracted a considerable number of visitors from the medical profession who would not have previously visited INEL. The exact number of visitors to MEDEX is not known, as they are not separately recorded.

Judging by the comments of most of the companies consulted, however, MEDEX may well develop into one of the leading electro medical engineering exhibitions in Europe.

Exhibiting on the group stands were 30 companies at INEL and seven at MEDEX, to date the largest number of British companies on a joint venture stand at an industrial exhibition in Switzerland.

The Central Office of Information design used a modular system which was popular with the exhibitors and visitors alike, and is a feature of British group stands in Switzerland during Trade Drive year.

Britain was the only country with a national stand and the presence of such well-known companies as Ferranti, GEC/English Electric, Hawker-Siddeley and Plessey attracted considerable publicity in the trade press.

Exhibitors thought that the siting of the INEL group stand on the top floor near the MEDEX exhibition placed them at a slight disadvantage. This shows how important it is for firms to apply for space in good time.

Nevertheless, many interesting inquiries were received, including one valued at £24,000 and another at £15,000. One British exhibitor on the group stand received news of an important order from Germany valued at approximately £10,000, whilst a firm order for £10,000 was placed with the export manager of another British company who attended the exhibition on his agent's stand.

British exhibitors at the MEDEX group stand were busy throughout the exhibition, particularly Coulter Electronics Ltd., whose Model S Haematological Lab Sample Counter attracted considerable interest; visitors were queueing up to have their blood sampled.

Good coverage was also given by the Basler Nachrichten newspaper, interalia, to the Renography Dual Detector Scanner shown by J & P Engineering Ltd., as a result of which many inquirers came to the information stand.

Of the companies on the group stands looking for representation, all went home with expressions of interest from Swiss companies, and in some cases inquiries from Germany and France as well.

Most of the British exhibitors will be back in 1973 and negotiations are already in progress between BEAMA and the exhibition organisers for a large area on a lower floor.

The number of visitors to the exhibition as a whole fell short of expectations. There seemed to be fewer visitors from neighbouring countries than in the past. This may have been partly because of the success of Electronica (Electronic Components Exhibition) in Munich last November, where many of the British exhibitors took part.

Future INEL exhibitions may, therefore, tend to concentrate on systems and instrumentation, whilst MEDEX has now established itself as an important venue for exhibitors and the medical profession.

Another British success at the New York International Toy Fair

A report from the British Trade Development Office, New York

TWENTY-TWO British toy manufacturers took part in a joint venture sponsored by the British Toy Manufacturers Association and the Department of Trade and Industry at the New York International Toy Fair in early March.

This was the fifth consecutive annual participation in this important event in the American toy buyers' calendar and, as in previous years, the British area attracted keen interest from buyers.

Amongst items featured by some of the British companies was an attractive range of soft toys, including teddy bears and poodles, which would endear themselves to any child's heart, while a mink teddy bear shown on one stand could be guaranteed to melt the heart of many a grown-up girl.

An interesting collection of children's wooden furniture on display received new recognition, as did the return to the show of an old friend with a brand new line of battery-operated trains.

Other British stands showed new games, educational toys, children's books, diecast models and a host of other novelties.

Clash of dates

Unlike the 1970 show, the International Toy Fair took place two weeks after the closing of the American Toy Fair with the disappointing consequence that many major out-of-town buyers had returned home.

Relative attendance at the show reflected this being slightly down on attendance in 1970 but, at 5,000 above that in 1969.

Nevertheless, most British exhibitors expressed general satisfaction with the outcome of their participation even though buyer attitudes are still affected by the unexpectedly slow recovery of the American economy.

The majority of exhibitors also confirmed the importance of regular participation in the International Toy Fair and most hoped to be back in 1972.

Mr. and Mrs. Oscar Nordine of Nostalgia Shops, New Jersey, discuss the sales potential of a cap repeater toy gun with Mr. R. M. Francis of Lichfield Mercantile Ltd. at the New York International Toy Fair.

Nairobi Show offers new export opportunities

THIRTY-FIVE British companies have so far expressed interest in this year's Nairobi Show (September 28-October 2) – the largest annual exhibition held in tropical Africa – which will cover a wider field of equipment than ever before. But there is still room for more manufacturers to decide to participate before the closing date on April 19.

The Department of Trade and Industry in conjunction with this year's sponsors, the British National Export Council's Africa Committee, is organizing a joint venture in the British Pavilion at the show.

Three separate industries will be represented – construction equipment, hotel and public buildings, and agriculture.

'The prospects for all three are extremely good in this rapidly expanding market,' said a BNEC spokesman. 'The Nairobi Show is changing its emphasis towards an increasing number of non-agricultural equipment exhibits' he added, 'and for any manufacturer wishing to increase his sales in tropical Africa this show is a must.'

Companies wishing to receive further information should contact BNEC Africa, 6-14 Dean Farrar Street, London, S.W.1. (Tel. 01-930 3121).

King Gustav VI Adolf with Mr. Guy Dixon, export executive of the Ship and Boat Builders' National Federation pass by the 'Tomahawk' made by Marine Construction (Woolston) Ltd. during a tour of the Stockholm International Boat Show (March 20-April 4).

Big business transacted at REPRO exhibition

RECORD BUSINESS was reported from the International Reprographic Exhibition when it closed at Earls Court, London on March 19.

Forward selling amounted to several million pounds, state the organizers, and three exhibitors reported that they had contracted to supply their entire production for the next three months.

Overseas interest was heavier than ever before. For the first time foreign buyers topped the one thousand mark – 1,081. Despite the problems presented by the postal strike, total attendance was only fractionally down: 19,463, compared with 20,144 at the last show.

'The success of REPRO '71 was well deserved,' said Mr. Douglas Causer, chairman of the exhibition committee and president of the Drawing Office Material Manufacturers' and Dealers' Association.

'Courage always pays off,' he said. 'Our industry had the courage and confidence to put money, manpower and lively enthusiasm into the exhibition at a time when others have a touch of lethargy and are lacking spirit.'

Mr. Causer said that it was not possible to give an accurate estimate of the amount of business generated at Earls Court. 'But,' he added, 'it obviously amounts to several millions of pounds.

'There are glowing reports of good overseas trade and specific expansion in the interest shown by Eastern Bloc countries,' he added.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* Trade and Industry.

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45	0·365	0·850	0·770	0·925	0·365	0·825	0·735	0·875
100	0·365	0·590	0·590	0·665	0·365	0·575	0·560	0·590
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Overseas Trade and Exports

Yugoslav Engineering Works Overseas: A promising field for British sub-contractors and suppliers of equipment

A report by the Commercial Department, British Embassy, Belgrade

SOME YUGOSLAV BUSINESS ASSOCIATIONS AND FIRMS ENGAGED IN OVERSEAS CONTRACTS

Lists of member firms of Business Associations can be found in the book 'Yugoslav Business Associations', a copy of which is available for reference in the Statistics and Market Intelligence Library, Department of Trade and Industry, Export House, 35 Old Bailey, London, E.C.4, Tel. 01-248 5757. Page references are given below against the letters Y.B.A.

THE LAST FEW YEARS have seen a considerable increase in the value of contracts won by Yugoslav firms for capital projects overseas. This trend continued to grow during the 12 months preceding the devaluation of the Yugoslav dinar, when prices were becoming somewhat less competitive than had previously been the case. The 20 per cent devaluation which took place in January 1971 will enable Yugoslav enterprises to increase the competitive edge of their prices. But Yugoslavia does not herself manufacture all the equipment, nor even in some cases a major proportion of the equipment, needed in many of the jobs she undertakes. The purpose of this article is to draw attention to the opportunities which exist for British companies to supply equipment either as sub-contractors or in partnership with Yugoslav enterprises working overseas.

Major projects are being undertaken in Zambia, Congo-Kinshasa, Mali, Guinea, Sudan, India, Pakistan, Ceylon, Iraq as well as in Europe and North America. Until recently there had not been much impact in Latin America, but during the last few months major contracts have been signed in Peru, Mexico, the Argentine and Costa Rica. Business with Latin American countries can be expected to continue to develop rapidly.

In developing countries the work is predominantly in land reclamation, irrigation and electrical generation projects, though there have been a number of contracts in other areas such as the construction of airfields, ports and roads, housing and hotel construction, forestry, mining, sewage and water supply systems and indutrial plant.

Some of the bigger Yugoslav enterprises engaged in the work operate on a very large scale. Energoprojekt of Belgrade, for example, have among many other projects, designed 60 hydro-electric stations, 25 thermal electric stations and 40 projects for the control of river tributary systems. They have two joint companies in Zambia (where they are engaged on the Kafue project), one in Kenya and one in Guinea, and branch offices in 21 countries. Another of the big names in Energoinvest of Sarajevo, which has a labour force of 15,000 (10 per cent of which are graduates). This enterprise is active in the construction of power stations and power distribution systems, particularly in Libya.

Details of these and other large enterprises working overseas will be found in the list below. The list is not exhaustive: only a selection of the larger concerns is given. Many of the smaller enterprises rely heavily on their Business Association to act as the main contractor, parcelling out the work among members on a sub-contracting basis. For this reason a list of Business Associations is also given below.

There are a number of ways in which British companies might try to co-operate with Yugoslav enterprises in their overseas contracts. The opportunities for straight forward sales of goods or services will be clear, and where this is the objective British firms should make contact both with head offices in Yugoslavia and with project managers in the field, who are often given wide discretion to make purchases from overseas. But the emergence of Yugoslavia as a major provider of civil engineering services opens up the opportunity for closer forms of industrial co-operation and some United Kingdom firms may wish to consider a partnership or other type of long-term relationship with a Yugoslav enterprise. This could give the British company with its high level of technology which would be welcome to the Yugoslavs, the entrée into new markets. The Yugoslav laws on the founding of partnerships overseas have recently been relaxed and it seems certain that British companies who were interested would find Yugoslav enterprises willing to consider proposals.

AGROINDUSTRIJA, Business Association and Export-Import.
JNA 87, **Novi Sad,** SAPV, Yug.
POB: 141, tel. 44-656, tx. 14182 YU AINS
Gen. Manager: Dipl. ec. Pavle Crncjacki
Activities: Building of complete projects for the food industry, agriculture in Yugoslavia and abroad; import-export of complete plants and equipment; representation of foreign firms, (*Y.B.A. pages* 108 *and* 246)

GRAMONT, Business Association of building, mounting and installing firms,
Jurisiceva 3, **Zagreb**
Tel. 37-975,
Gen. Manager: Dipl. ecc. Rudi Rak.
Activities: designing and carrying out civil engineering and building construction; mounting installing works in Yugoslavia and abroad: export-import of reproduction material and equipment for its members.

INDBIRO, Business Association
Parmova 33, **Ljubljana**
POB: 43, tel. 310-644, tx. 31233 YU INBIRO
Gen. Manager: Ludvik Kremzar, dipling.
Activities: Investment works in Yugoslavia and abroad.

INGRA, Business Association for designing, building and sale of projects, plants and equipment.
Proleterskih brigada 62, Zagreb
POB: 02-487, tel. 5150355; tx. 21239 YU INGRAZG
Gen. Manager: Ivan Pavlisko

Activities: Group for Power Sources and Industry: studies, engineering, consulting, delivery of equipment and mounting of power electric stations, hydroelectric stations, thermoelectric stations, pump stations, transfer and distribution of electricity; food industry, chemical industry, building material industry; mettallurgical industry. Group for Building Works – studies, researches, consulting, control, architectural and constructional drawings, buildings, silos, roads, bridges, dam, etc., consolidation and reclamation of land, geological researches and Artesian wells. Group for Mounting Works, Steel Structures, Transport and Automation: steel structures, cisterns, bridges, etc., transport equipment, cranes, transporters, conduits, automation, mounting. Contracts in Yugoslavia and abroad.
(Y.B.A. pages 88 and 247)

INGRAS, Business Association of Civil Engineering
Stevana Branovackog 3, **Novi Sad.**
POB: 25, tel. 56-071.
Gen. Manager: Nikola Zaric
Activities: organization of mutual implementation of complex building projects, performance of measures on promotion of technical-technological processes of production in building, market research. Operating in Yugoslavia and abroad.
(Y.B.A. page 285)

INPRUS, Business Association of producers for industrial production of apartment blocks and other investment projects in Yugoslavia and abroad.
Bulevar revolucije 84, **Belgrade**
Tel. 47-466, telg. Inrpos.
Gen. Manager: Aksentije Markovic, arch.
Activities: production and sales of apartment blocks and other investment projects
(Y.B.A. page 285)

JINGRAP, Business Association of Yugoslav Producers for Prefrabricated and Industrial Building.
Bulevar revolucije 84, **Belgrade**
Tel. 47-466.
Gen. Manager: Lazar Kolaric, dipl. eng.
Activities: Production of concrete prefabricated elements, designing and building industrial, agricultural, housing and public works by modern methods, in Yugoslavia and abroad.
(Y.B.A. page 286)

JUGOINVEST, Business Association for capital construction.
Takovska 6, **Belgrade**
Tel. 343-151, tx. 13706 YU YUGOIN
Gen. Manager: Zoran Pavlovic
Activities: Capital construction in Yugoslavia and abroad (civil engineering, construction , designing); export of its members' products; import of reproduction material, equipment and spare parts.
(Y.B.A. page 286)

KOPROJEKT, Business Association of Designers of Croatia.
Gunduliceva 23, **Zagreb.**
Tel. 34-933
Gen. Manager: Vjeceslav Radaus, dipl. eng.
Activities: consulting, design studies, analyses and feasibility studies in Yugoslavia and abroad for all kinds of capital projects.
(Y.B.A .pages 215 and 287)

MEDITERAN, Business Association of Building Economy,
Brace Supak 16, **Rijeka**.
POB: 366, Tel. 41-811
Gen. Manager: Ivan Tulic
Activities: Designing and carrying out civil engineering projects, building projects and hydro-projects; execution of works in Yugoslavia and abroad.

METIS, Consortium of Mounting-Installing and Designing Enterprises.
Brace Supak 16, **Rijeka.**
Tel. 41-811.
Gen. Manager: Ivan Pauletta dipl. eng.
Activities: Designing and performance of all kinds of thermo-power installations, electricity, water and gas, execution of installation and mounting works in Yugoslavia and abroad.

MONTINVEST, Busines s Association of Installation Firms,
Bulevar revolucije 84, **Belgrade.**
POB: 821, tel. 45-398, tx. 11427 YU MONTT
Gen. Manager: Dusan Djurdjic
Activities: Designing, delivery and mounting of boilers, machine and electric plants, steel structures and installations, air-conditioning, central heating, pipe conduits, water ways, sewage systems, sanitary equipment, and electric installations.
(Y.B.A. page 288)

PROGRES INVEST, Business Association for research, designing, building and delivery of equipment for power, industrial, mining and hydro-projects.
Bulevar revolucije 84, **Belgrade.**
POB: 829, tel. 41-864, tx 11101 YU PROINV.
Gen. Dir. Djordje Strizak
Activities: Execution of works on behalf of its members, studies and research works, designing, control of building and erection of all kinds of investment projects and plants; delivery and acceptance of goods, equipment, reproduction, material raw material; technical documentation, licences and patents; performance of building and mounting works.
(Y.B.A. pages 68-87 and 251)
PROJEKT-INZENJERING, Business Association for Designing and Complete Engineering
Terazije 5, **Belgrade**
POB: 680, tel. 334-886, tx. 01150
Gen. Dir. Milovan Popadic
Activities: Building Works of all kinds in Yugoslavia and overseas.
(Y.B.A. pages 288 and 214)
RUDIS, Mining Industrial Society
Trg revolucije 11, **Trbovlje.**
POB: 77, txl. 80-406, tx. 33520 YU RUDIS
Gen. Manager: Milan Kozuh
Activities: geodetic works, geology and drilling: examination of material and construction, technology, designing, mining works, building, production of building material, production of mining and industrial equipment, mounting of mining and industrial equipment, representation of foreign firms, industrial co-operation, training of staff, import and export.
(Y.B.A. pages 104-107 and 252)
RUMAG, Business Association for designing and building of investment projects in the mining, metallurgy and chemical industry,
Nemanjina 4/X, **Belgrade.**
POB: 948, tel. 641-155, tx. 11568 YU RUMAG
Gen. Manager: Milorad Nikic
Activities: Researches and designing, building andl reconstruction of investment projects in industry and mining, crediting investment projects, import/export.
(Y.B.A. pages 94-98 and 252)
SMELT, Society of Metallurgical, chemical and electrical technology.
Titova 136, **Ljubljana,**
POB: 465, tel. 314-633, tx. 31376 YU SMELT
Gen. Manager: Franc Slapnik dipl. eng.
Activities: designing, building invest, projects; delivery of equipment.
(Y.B.A. pages 99-103 and 252)
UNION INZENJERING, Business Association for designing and building abroad.
Zmaj Jovina 15/I, **Belgrade**
POB: 114, tel. 628-133, tx. 11199 YU UNIN
Gen. Manager: Milorad Rakocevic
Activities: Design and Execution of investment and building works abroad.
(Y.B.A. page 289)

SOME FIRMS DEALING WITH CAPITAL INVESTMENT PROJECTS WHICH ARE ALSO MEMBERS OF THE ABOVE CITED BUSINESS ASSOCIATIONS

AGROINZENJERING
Amruseva 8, **Zagreb,** SRH, Yugoslavia
POB: 512, tel. 39-503,
Gen. Manager: Dr. Mauricije Magasic
Activities: engineering, designing and construction of agricultural projects.
ELEKTROPROJEKT, Consulting Engineers
Proleterskih brigada 37, **Zagreb**
POB: 233, Tel. 513822, tx. 02162.
Activities: Consulting and engineering services, designing and supervision of construction – power generating projects, industrial plants and hydraulic engineering projects.
ELEKTROSRBIJA, Enterprise for the design, construction, manufacture and repair of electrical equipment for power transmission, and industrial installation.
Brankova 30, **Belgrade**
POB: 17; tel. 627122; tx. 11643 YU ELSRB
Activities: Electric equipment, building construction and erection works carrying out capital investment projects and supply of technical documentation.

(Continued on next page)

YUGOSLAVIA, *continued*

ENERGOINVEST, Enterprise for designing and construction of industrial and power plants.
JNA 20, **Sarajevo.**
POB: 158; Tel. 38166; Tx 41221 YU ENVEST
Activities: Construction of capital investment projects through a system of complete engineering, import/export, representations, technical co-operation.

ENERGOPROJEKT, Engineering and consulting.
Brankova 4, **Belgrade**
POB. 712, Tel. 627522, Tx. 11181 YU ENERGO
Gen. Manager: Josip Hvoj dipl. eng.
Activities: Engineering , general studies and researches, designing and projecting, delivery and mounting of equipment, technical training of staff, import/export.

GENEDALINVEST
Ilica 307, **Zagreb**
Tel. 572400, Tx. 21439 YU ZEK ZG
Activities: Capital investment works abroad, import/export of industrial products, food processing industry, industrial plants, representation of foreign firms.

GEOSONDA, Institute for Geological and Geophysical research.
27 Marta 97-99, **Belgrade**
Tel. 340531
Activity: Designing and execution of geodetic works.

GEOTEHNIKA, engineering investigations
Kupska 2, **Zagreb**
Tel. 513266, tx. 21373 YU GEOI
Activities: Elaboration of project designs, programming, consultancy, engineering, geologic-mining and civil engineering investigations, soil mechanics, hydrology works.

HIDROELEKTRO, Building construction firm
Leskovacka 10, **Zagreb**
POB: 127, Tel. 512122
Activities: Projecting, engineering and building construction

HIDROGRANDNJA, contracting firm,
Dobrovoljacka 45, **Sarajevo**
POB: 395, Tel. 33581, Tx. 41178 YU HIDROS
Activity: Building capital investment project in hydro-industry.

HIDROTEHNIKA, Contracting and Heavy Construction.
Uskocka 3, **Belgrade**
POB: 896, Tel. 623666
Activities: Heavy construction building, hydroelectric, power schemes fill and concrete dams, embankments, land improvement systems, water tunnels, channels, etc.

IVAN MILUTINOVIC, Enterprise for waterways
Gavrila Principa 22a, **Belgrade**
POB: 321, Tel. 628455, Tx. 11298 YU PIM
Activities: Construction, engineering and planning of projects for waterways, and related hydraulic works, mass excavation and earth filling projects, construction river and sea ports.

TERMOELEKTRO, Enterprise for construction of power and industrial plants
Vele Nigrinove 1, **Belgrade**
POB: 543, Tel. 42887, tx. 11284 YU TERMAL
Activities: Building power and industrial schemes, export/import of power plant equipment and machines.

TUNELOGRADNJA, Contractors
Deligradsk 16, **Belgrade**
Tel. 645566, POB: 878
Activities: Specialized in building of tunnels and underground

UNIONINVEST, Construction and Design Engineers
P.O. Box 200 **Sarajevo**
Tel. 36966, Telex 41240 YU MPP
Activities: Design and Construction of Industrial Plant, Manuf. of Heating, Ventilating and air conditioning equipment.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Paraguay, New Zealand, Portugal and Iran have been published in the 'Hints to business men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room C07, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Department of Trade and Industry.

TRADE AND FINANCIAL ARRANGEMENTS

Where further information is available to inquirers, it may be obtained from either Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877), or Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

Anglo-Bulgarian Trade Arrangement signed

REPRESENTATIVES of the United Kingdom and Bulgarian Governments signed an arrangement on March 26 covering the import facilities to be established on both sides during the year April 1, 1971, to March 31, 1972.

These discussions have taken place within the framework of the long-term Trade Agreement with Bulgaria concluded in April 1970.

Increased quotas amounting to approximately £184,000 will be established for Bulgarian goods which are still subject to quota restriction in the United Kingdom. Bulgaria will make general facilities available for the export of all categories of British goods to Bulgaria.

Background notes

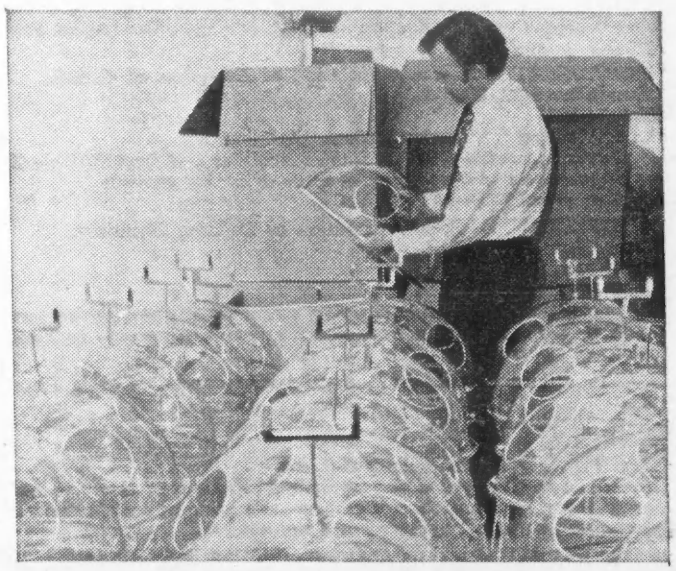
Figures for Anglo-Bulgarian trade in recent years have been:

	£ million				
	1966	1967	1968	1969	1970
United Kingdom imports cif	6.2	6.3	7.5	7.3	8.3
United Kingdom exports fob	7.4	6.7	4.0	5.0	11.1

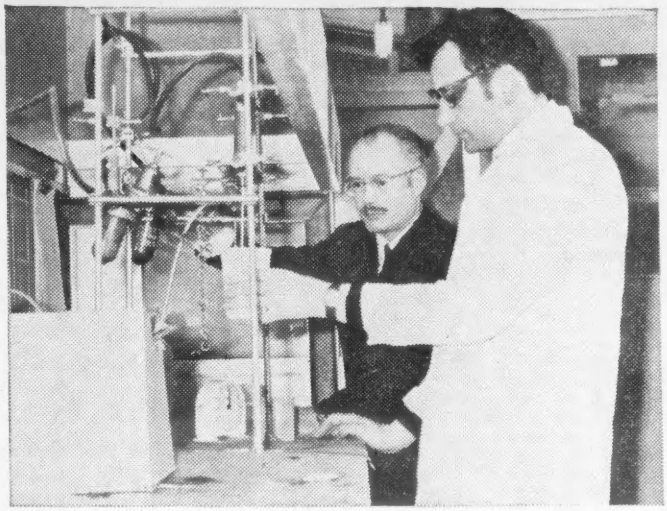
British exports to Bulgaria consist largely of plant and machinery, other manufactured goods and chemicals. Imports from Bulgaria consist largely of agricultural produce and raw materials.

Details of the quotas for 1971/72 will be published in *Trade and Industry* on April 7, 1971.

The figure of £184,000 does not include the butter quota for 1971/72 which, as already announced, will be 810 tons.



A batch of Pop (point of purchase) display bins being inspected at the Coventry warehouse of the Volumatic Company before despatch to N. V. Smeets Schippers Int., in Frankfurt, West Germany, for production evaluation by the organization as part of a licensing agreement between the two companies. The agreement gives Smeets the sole rights for the manufacture and sale of the units in West Germany.



Five technicians from the Polish company Zaklady Chemiczne (Zachem) recently visited the Dunlopillo factories at High Wycombe and Pannal, near Harrogate, as part of a technical aid programme agreed between Polimex (the Polish Government purchasing organization) and Dunlop Ltd.s Dunlopillo Division. All five are employed at the factory at Bydgoszcz which has just begun production of moulded polyurethane seat cushions for the Fiat 125P car. A contract for the plant for this factory, worth over £220,000, was awarded 18 months ago jointly to Dunlopillo Division and the Viking Engineering Co. of Stockport, and was the first major contract of its kind to be placed by Poland with British companies. Picture shows one of the Polish chemists, Mr. Eugeniusz Suberlak (right) with Mr. Ronald John, polyurethane moulding manager for Dunlopillo, in the laboratories of the Dunlopillo Development Centre at High Wycombe.

Iraq and Ceylon

A NEW TRADE agreement between Iraq and Ceylon was signed in Baghdad on February 25, 1971. Ceylon has agreed to increase her purchases of Iraqi dates and has agreed to the introduction of new commodities to the list of goods exchanged between the two countries to include crude oil, sulphur, oil by-products, tobacco, fertilizers and synthetic leathers. Iraq will buy more tea from Ceylon. No further in formation is available at present. **EBB Ext. 471/2/3.**

United Kingdom aid to developing countries

SEYCHELLES: The Overseas Development Administration is making a grant of £600,000 to the Seychelles for the construction and equipment of a new power station in the capital, Victoria, on the island of Mahe. The equipment will be provided from Britain through the Crown Agents who, with the London firm of William Halcrow and Partners, will also act as consultants for the project. The building of an international airport (due to become operational during 1971) opens up the prospects of establishing a tourism industry which will make an important contribution to the island's economy. To achieve this the Seychelles needs to attract private investment, particularly in hotels and other tourist facilities. This is only possible through the provision of adequate public services and an economic mission from ODA which visited the Seychelles in 1969 accordingly gave high priority to the development of these services in the five years' public investment programme which it recommended. In this context, the expansion of electricity supplies is crucial. The existing power station at Victoria is equipped with two 1,000 kilowatt sets and three 460 kilowatt sets, giving a total installed capacity of 3,380 kilowatts. While this is sufficient to meet present demands, a substantial increase in generating capacity is required to meet the increased demand of new hotels, port installations etc. which is expected to build up rapidly over the next few years. To meet this it is proposed to equip the new power station initially with two 2,500 kilowatt sets and to take an option on a third set of similar size. Reference CRE 19729G.

CRE Ext. 2226.

INDIA: Three loan agreements have been signed in Delhi under which Britain committed £16 million aid to India. The three loans are intended to finance the purchase by India of British manufactured capital goods required for Indian development and to cover the British element of major projects. The loans are interest-free with capital repayments spread over 25 years and an initial grace period of seven years. They form part of the £72 million of project aid which Britain has indicated she will commit to India during the last four years of that country's fourth Five Year Plan period. In September last year the United Kingdom/India maintenance loan for £26 million, covering the import by India of maintenance items from the United Kingdom was signed. With the signing of these three loans, £42 million of British aid has been committed during the financial year 1970/71 against a pledge of £45 million made at the India consortium meeting in May last year. Reference CRE 66/1970.

CRE Ext. 2277.

Double taxation

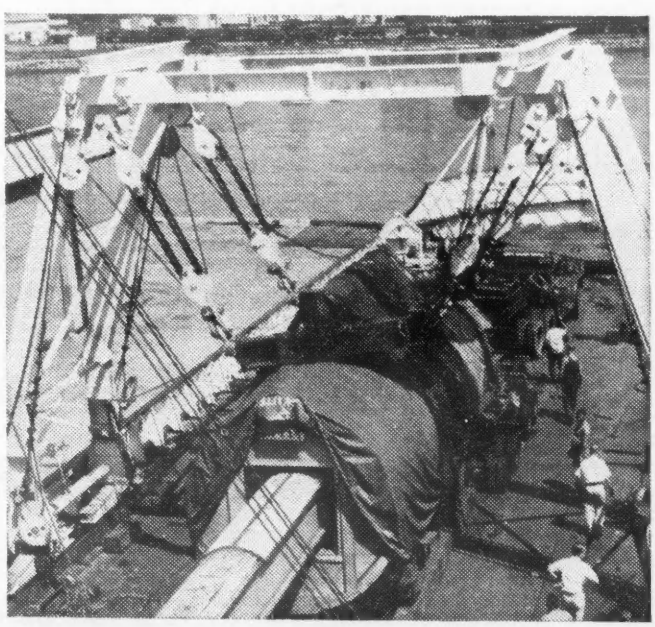
ISRAEL: The Board of Inland Revenue announce that the Protocol to the United Kingdom – Israel Double Taxation Convention has been published as the Schedule to an Order in Council numbered SI 1971 No. 391.

ECGD backing for export contracts

EXPANSION OF CANADIAN OIL REFINERY. The Exports Credits Guarantee Department has recently signed a Buyer Credit Guarantee covering a Barclays Bank loan to finance the United Kingdom portion of a contract for the design, procurement and supply of equipment and materials for expansion of the Irving Refinery at Saint John, New Brunswick, Canada. The United Kingdom portion of the contract is worth £2.4 million.

The contract is between Irving Refinery Ltd., of Saint John and Foster Wheeler Ltd. In addition to design, procurement and supply, Foster Wheeler will also be responsible for site supervision. A major portion of the expansion to the refinery is scheduled for commissioning during 1971, the remainder extending into the early part of 1972.

The loan, of £1.92 million, is being made available by Barclays Bank Ltd., to finance 80 per cent of the United Kingdom portion of the contract, and is repayable over a period of 5 years.



One of two of Australia's largest electrical generators seen here being unloaded in Sydney last month. The generators are the first of four English Electric-AEI generators which, together with their steam driven turbine and associated condensing and food heating plant, are being supplied by the General Electric Co. for the Liddell power station in New South Wales.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the January 13 *issue of* Trade and Industry. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page* 445, *March* 3 *issue of* Trade and Industry) *or the Export Services Division, Export House,* 50 *Ludgate Hill, London EC4M 7HU (Tel.* 01-248 5757).

OUTWARD MISSIONS

Textile team in Far East

TWELVE textile firms left recently for a hard-selling mission to the Far East, sponsored by the Textile Council in collaboration with the British National Export Council.

The mission will spend two weeks in Japan and one week in Hong Kong, after which most members will be visiting other Far Eastern markets. The 12 firms participating in the mission are offering a wide range of products in cotton, silk, man-made fibres, linen and wool.

Mr. Peter Lord, export services director of the Textile Council and mission secretary, says: 'Although in the past the British industry has found difficulty in competing in the Japanese and Hong Kong markets, this situation is now changing. Quality, first-class design and increasingly competitive prices from British manufacturers means that the areas being visited have great growth potential.'

Paper machinery team in East Europe

MR. TERRY HOLT, much-travelled sales manager of Millspaugh Ltd., Sheffield, is currently playing a new role for his company. As a member of a 15-man team representing Britain's Paper Machinery Makers' Association, he is lecturing to industrialists and government officials in Poland, Czechoslovakia and Hungary.

This is the first mission the Association has sponsored to East Europe. They are holding a series of technical discussions in Warsaw, Prague and Bucharest to demonstrate the latest British developments in machines for all types of paper and board.

Mr. Holt is describing some radical re-design work which has led from the conventional suction press to an increasing use of groove and fabric presses. These have advantages in space-saving on the factory floor with more compact overall layout, and have allowed greater pressures to be applied on the rolls so that more water is extracted from the medium without crushing the paper.

Britain is one of the world's leading exporters of paper-making machinery, and over 60 per cent of Millspaugh's production at the Sheffield factory goes to overseas customers.

Mr. Holt returned recently from a successful sales drive to South America and Canada.

EXPORT TOURS

West German interest in products

A RAPIDLY GROWING INTEREST in 'Netlon' integrally extruded plastic mesh products in West Germany is reported by Mr. R. A. Etches, marketing manager of Netlon Sales Ltd., London, who recently visited a number of leading wholesalers, retail buying groups and garden centres in several cities, including Dusseldorf, Bonn and Cologne. He was accompanied by Dr. Rolf Coers, head of the 'Netlon' sales and marketing organization in West Germany.

Far East visit

MR. P. W. MCKENZIE, deputy chairman, Midland Industries Ltd., has flown to Japan and other areas of the Far East to initiate an aggresive campaign and gain new outlets for services and products handled by companies in the group, based at Wolverhampton, Staffs. Shortly afterwards he will visit the United States. Mr. McKenzie is now devoting all his time to the group's overseas development.

Many products produced by companies within the group have been made for export in the past, and the sales director of Midland Industries' agricultural division is already in Japan promoting a campaign for a new agricultural loader design.

The group controls companies which design and manufacture agricultural machinery, including one based in Belgium; a large foundries division; a division handling steam valves of various kinds; an extruded plastics handling machinery division; a steel flooring and hand rails division; and a company providing machinery and tool-making facilities.

INWARD MISSIONS

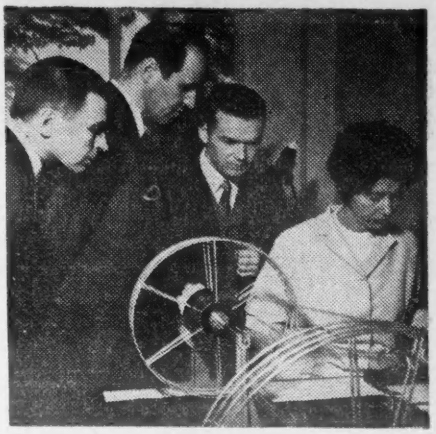
Anglo-Polish discussions

A PARTY representing the Polish Ministry for the Machine Industry and MERA/METRONEX, the Polish industrial and commercial combine responsible for the manufacture, sale and purchase of instruments, visited SIMA House recently for discussions on co-operation between Britain and Poland in the field of scientific, measuring and industrial instruments. The delegation included Mr. T. Kiersnowski, general director of METRONEX and deputy managing director of MERA; Dr. S. Gruzewski, a director of the Ministry for the Machine Industry; and Mr. Z. Horwatt, the United Kingdom representative of METRONEX.

Dr. Gruzewski was also a member of a Polish delegation led by Mr. J. Hrynkiewicz, Deputy Minister for Science and Technology in Poland, which held discussions in London recently with the Department of Trade and Industry, the East European Trade Council, the Confederation of British Industry, various companies and other bodies.

The British party included Mr. R. H. C. Foxwell, president of SIMA; Dr. E. D. Barlow, president-elect; Mr. G. T. Rogers, from the standards, weights and measures division of the Department of Trade and Industry; Mr. S. S. Carlisle, director of the Sira Institute; and Mr. William Barrett, director of SIMA.

The discussions, which took place in a most cordial atmosphere, were principally concerned with the Co-operation Agreement reached between SIMA and MERA/METRONEX in 1969, the object of which is to increase the volume of trade in instruments between the two countries.



Two Russian research technologists, in London for a week to attend the recent third International Conference on Reprography at Earls Court, expressed a wish to see inside a film laboratory before returning to Moscow. Within 48 *hours Mr. M. G. Fomenko and Mr. Y. F. Sedov found themselves the special guests of Dr F. P. Gloyns, technical developments director, at Rank Film Laboratories. The visitors, who represented the State Research and Development Institute of Chemical and Photographic Industries, were accompanied by Mr. V. B. Karelin, Russian Third Secretary, in their tour of the modern film processing facilities at Denham. Pictured talking to laboratory technician Miss Jean Smith, in the model 'C' cueing department, they are (from the left) Mr. Fomenko, Mr. Sedor and Mr. Karelin.*

Visit by Swiss buyers

REPRESENTING six of the larger Swiss retail groups, 12 buyers were members of an inward mission organized recently by the British Food Export Council. Sample shows, where the product ranges of 30 British food manufacturers were displayed, proved very successful; a number of companies reported keen interest shown by the buyers.

The Britsh Consulate, Zurich, have since stated that several of the Swiss buyers had written expressing their thanks, saying that the mission would help them considerably in the preparation of their store promotions and the formulation of plans for participation in the British Trade Drive in Switzerland later this year.

Pictured (left to right) are Mr. Dermot Adamson (managing director, Chas. Liles & Sons, cheese factors), Herr Muller (Gebrüder Loeb, Berne), Mr. Philip Platten (BFEC) and Mr. Ray McGovern (export manager, Chas. Liles) at the sample show for the recent inward mission of Swiss buyers held at London offices of the British Food Export Council.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Iraqi Television expands facilities

Contracts worth almost £250,000 for the supply of broadcasting equipment to the Government of Iraq have been announced by Pye TVT Ltd., a company in the Pye of Cambridge group. A complete audio-visual centre for a second television channel is being delivered. The system, comprising equipment to full broadcast standards, includes cameras, monochrome telecine, control room equipment and all ancillary units required, including microwave links. As part of this project a master switching centre is to be installed at the Salhaia studios in Baghdad.

Also included is an order for an outside broadcast vehicle – equipped with four monochrome camera channels and video-tape recording facilities – currently under construction at Pye TVT's Cambridge works. Further installations of monochrome telecine equipment are to be placed in the main studios of the Iraqi Television Service.

£40,000 machinery for Germany

McKee & James (Engineers) Ltd., Bangor, Co. Down, N. Ireland, announce the finalization, after 12 months' hard negotiation, of a £40,000 order to West Germany. This is for automatic carpet cutting and packaging machinery, including two automatic rolling and wrapping plants and one cutwrap plant.

'We had strong competition from both Germany and the United States but in the end it became clear that we were technically well ahead of our competitors,' states Mr. W. J. McKee, joint-managing director.

Orders for generating sets

Gilbert, Gilkes & Gordon Ltd., Kendal, recently received orders worth more than £125,000 from Zambia and Indonesia for a number of generating sets.

The Zambian contract is for 1,200 kW units for an extension to an existing power station at Kasama, where Gilkes have already installed a number of 300 kW units. This latest contract will increase the potential output of the station to 6,000 kW.

The order from Indonesia – for six generating sets to be distributed among the Indonesian islands of Borneo, Sumatra, Java and Bali – is part of a pilot scheme for a more extensive electrification project to provide light and power to hill villages in the more remote areas of the islands.

German order for windscreens

Rotax Aircraft Equipment Ltd., Luton, have received an order to supply 150 aircraft sets, including spares, of electrically-heated windscreen for the Dornier 28D Skyservant, a new short take-off twin-engined transport aircraft being built for the German Air Force and civil customers.

Repeat order for events recorders

Mimic Diagrams & Electronics Ltd., Crayford, Kent, announce that the Gemeente-energiebedrijf (GEB), Amsterdam, recently purchased a further three ER-900 events recorders. These will be used to monitor, transmit and record a number of switch and relay positions at unattended switching sub-stations in its electricity grid distribution system.

Speedy response

Stenner of Tiverton Ltd., sawmilling machinery manufacturers of Tiverton, Devon, who have exported to some 90 countries in the past 25 years, report the following:

On Friday, March 12, at 4.45 p.m., just before the factory was closing for the weekend, a telephone call was received from a sawmill at Pietermaritzburg, South Africa, asking for a replacement hydraulic pump for a Stenner band resaw which had been supplied nine years ago. Arrangements were made to despatch the pump by air, but as the original model was no longer available, certain fittings had to be fitted to make the current model suitable.

The pump was packed and taken by car to Exeter and handed to the Atlas Air Express depot for conveyance to London Airport that evening.

The package left London the next day (Saturday) at 17.55 and arrived at Durban Airport on Sunday morning at 11.55, where it was collected by the customer to enable the machine, which had stopped on the Friday afternoon, to resume working by Monday morning.

Switchboards for Malta

An order worth £26,000 for the supply of telephone switchboards to Malta has been won by Plessey Telecommunications group. The contract has been signed with Crown Agents, on behalf of the Postmaster General's Office of Malta. Most of the switchboards will be of the cordless desk-top, lamp-signalling type, using miniature keys instead of plugs and jacks. A small number, however, will be of a new floor pattern cordless type, developed by Plessey in conjunction with the British Post Office. Also included in the order are associated power units and ringing convertors.

The switchboards will be manufactured at the groups Beeston (Nottingham) factory.

$1 million sales forecast

The British Oxygen Co. Ltd., are forecasting sales of nearly $1 million a year for their Autolynx welding equipment, now available in the United States. The equipment, used by the motor-body repair industry, is being marketed by Airco (Air Reduction Co. Inc.) under the name Fast-Pak V. They have placed initial orders for more than 100 sets.

Orders from Hungary and Czechoslovakia

The export drive of Plenty & Son Ltd., Newbury, Berks., is achieving satisfying results following recent sales talks in Eastern Europe. An order has been received for liquid filters and fluid mixers from Hungary – the first time the companys equipment has been installed there.

The order is for 13 Duplex filters and 13 side-entry mixers to be installed in Szaszhalombatta oil refinery near Budapest.

Talks in Czechoslovakia have also yielded results – an order has been received for side-entry mixers for installation at the Slovnaft oil refinery, Bratislava.

Runway sweeper for Seychelles airport

Lacre Ltd., St. Albans, Herts., have delivered a Bedford/Lacre airport runway sweeper to the Government of the Seychelles Islands. The order was placed by the Crown Agents.

The sweeper, based on a Bedford 156-in. wheelbase chassis and powered by a 330 cu. in diesel engine, will be used for clearing dust and debris from the international airport under construction in the Seychelles.

The Seychelles order follows one for two similar airport runway sweepers from Abu Dhabi.

Lacre have also received orders from Hong Kong, Uganda, Zambia and Sierre Leone.

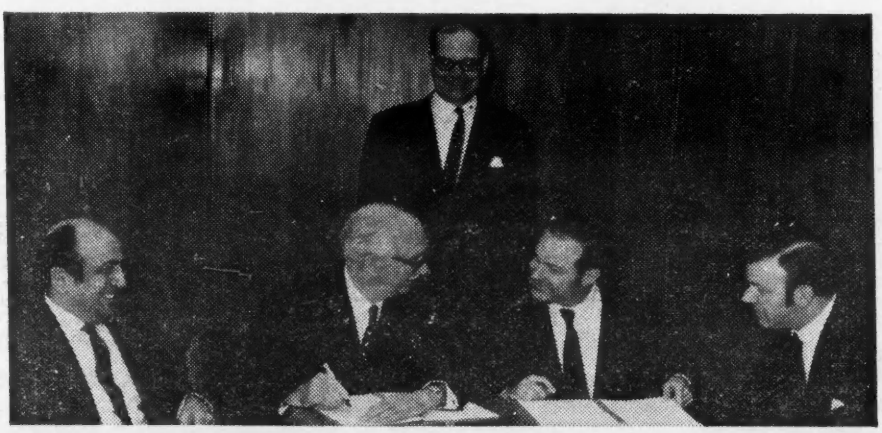
First installation in Portugal

Fabrico do Papel Almondo in Renova, Torres Nova, have ordered a T2 tissue winder from Masson Scott Thrissell Engineering Ltd., London – the first of its kind to be installed in a mill in Portugal.

Record sales top £5 million

The pump and compressor division of Hamworthy Engineering, part of the Powell Duffryn group, expects to top the £5 million mark in orders for the year ending March 1971 – 40 per cent up on its previous record year. Nearly 60 per cent of this figure is represented by direct exports.

The division, with headquarters at Poole, Dorset, manufactures a wide range of centrifugal pumps (including the Dolphin range), screw displacement pumps and air compressors, particularly for the shipbuilding industry, and exports to every maritime nation in the world. It also makes the 'Seaway' marine sewage treatment system, in great demand in view of the present world-wide concern about pollution.



Picture shows the signing of a contract whereby Rust Engineering Co. Ltd., Croydon, will provide design and engineering services to Walmsleys (Bury) Ltd. for their pulp and paper mill project 45 miles north of Oporto, Portugal. Beloit Projects Inc. have overall project management responsibility. The capital value of the project is almost £18 million, of which Walmsleys share is about £14 million. Rust's world-wide experience in engineering for the pulp and paper industry is being used for the integrated mill which is capable of producing 400 metric tons of unbleached kraft linerboard per day. Pictured at the signing are (left to right) Messrs. A. D. Sekban, W. J. Binns, A. J. Pettengell (standing), R. S. Davis and W. P. Cooper.

Products for cultural complex

The South African subsidiary of the Cheltenham-based Walker Crosweller group have won the contract to supply thermostatic shower and water-economizing taps for the Rand 10-million Nico Malan Theatre Centre – an opera house and theatre complex – nearing completion in Cape Town. Forty Leonard thermostatic showers and 80 Unataps will be installed in both the 1,200-seat opera house and the 550-seat theatre.

The Centre will be officially opened on May 19 with a performance of Verdi's 'Aida.'

Computers for Germany

Honeywell Bull's order book in Germany for their small Model 115 computers (most of them manufactured at Honeywell Information Systems' plant at Newhouse, Lanarkshire) now stands at over 50 machines, worth around DM 30 million (over £3½ million). Orders placed before the end of last year by Astorwerke GmbH of Schwelm and J. & H. Gehlsen GmbH of Heide took the total to 51 computers since the introduction of the Model 115 to the German market at last year's Hanover Fair. Twenty-two of these machines have already been installed.

Tower components for Norway

The Kestner metal propellers division of APV-Mitchell Ltd., Croydon, is to supply 15 Glitsch ballast and sieve trays to Metal Formations Ltd., Tipton, who will build them into an 8 ft. diameter stripper tower being supplied to Norske Esso, Slagen, Norway.

First Canadian order

Hands-England Drilling Ltd., rotary drilling rig manufacturer of Letchworth, Herts., have received their first order from Canada – for a Drillmaster 36/80 RH-T tractor-mounted hydraulic drill worth approximately £10,000. The contract was placed by Canadian Longyear Ltd., Ontario, Canada.

Excavator for Algeria

A Ruston-Bucyrus 71-RB excavator has been ordered by Hochtief AG, the German contractors, for work on the new port of Skikda, Algeria. It will join a 54-RB and a Bucyrus-Erie 88-B operated by Hochtief's consortium partners, Ets. Ballot (France) and Dragados SA (Spain).

The excavator will be used firstly in shovel form excavating rock for the breakwater and will then be converted to a grabbing crane for stock-piling work. It is the first machine of its type to be sold by the new Bucyrus distributor, FASIECO of Dusseldorf, and is worth approximately £70,000, including spares.

Largest Romanian order

An order worth £450,000 has been placed with Rank Xerox Ltd. by Tehnoimport, the Romanian foreign trade organization in Bucharest – the largest order so far received by the company from Romania. The order, taken by the company's East European Operations, includes copiers, duplicators and microfilm equipment, together with spares and consumables. Delivery of the first phase, worth £228,000, begins immediately.

The contract brings the orders announced this month by Rank Xerox East European Operations to nearly £2.5 million.

£600,000 order for pipeline

Aiton & Co. Ltd., pipework and process engineers, Derby (Whessoe group), recently obtained a contract worth some £600,000 from the Public Utilities Board, Singapore, for the design, supply, fabrication and erection of low-pressure pipework and plant for Jurong power station, Singapore. Merz and McLellan are the consulting engineers for this project.

The contract consists basically of the circulating water, town's water, low-pressure drains, compressed air, fibre and fuel oil services. Aiton are also responsible for the necessary instrumentation and control equipment.

First fruits of sales drive

A five-figure order is among the first fruits of a current drive being carried out by export executives of Landmaster Ltd., Nottingham-based manufacturers of rotary cultivators and grasscutters for both professional and amateur use. The order, for £31,000 worth of two-wheeled tractors specially designed for rice cultivators, is from South East Asia. Other main areas in the current drive, Scandinavia and Northern Europe, have also produced substantial orders.

Representative selections of Landmaster products exhibited on two stands at the SIMA exhibition in Paris, from March 6 to 14, was another facet of the company's export effort.

Orders for firing equipment

Three contracts to supply boiler firing equipment have been won by International Combustion Ltd., Derby, for use at the Pont Brule power station, Interbrabant, Belgium. Total value of the contract is £100,000.

Gas/oil burners for Belgium

International Combustion Ltd., Derby, recently accepted a contract, valued at approximately £20,000, to provide some of the largest burner units ever to go into service.

Under the terms of this contract, International Combustion will provide four combined blast furnace gas/oil burners to the CETEC plant at Forciennes, near Charleroi, Belgium.

Furnaces for Greece

Birlec Ltd., Walsall, have won a contract for furnace plant worth over £70,000. The order is for an electric melting installation for a new melting shop being built by Lavreotiki SA of Greece to increase their production capacity.

Catering equipment in demand

Orders for catering equipment worth over £70,000 have been obtained recently by Stotts of Oldham (a Thorn group company). They include one for £37,000 for the supply of equipment for a teaching hospital at Lusaka, Zambia.

Equipment worth £11,000 will be shipped to Nigeria in May for the State Government Building at Lagos; and a variety of equipment worth in excess of £18,000 will be supplied to BP Trading in Nigeria. Stotts will also equip the Hotel and Catering Training College in Singapore with appliances worth £3,500; and air-freight equipment worth £2,000 to Uganda for the Soroti flying school.

Export orders worth £100,000 were announced by Stotts in January.

Order for Greek glass factory

The contract to supply and erect the walls, roofing and ventilation system for a new glass factory at Elefsis in Greece has been won for Merseyside against international competition. H. H. Robertson (UK) Ltd., Ellesmere Port, have gained an order worth over £140,000 for 27,000 sq. metres of Galbestos protected sheet steel cladding for the factory. They will also supply large Monitor ventilators to deal with the intense heat created in the glass-making process, as well as electrically-operated Streamline ridgemounted ventilators and hand-operated, vertical louvres to form a comprehensive system using the natural draught principle.

Oman development

In October 1968 Sir William Halcrow & Partners were appointed as consulting engineers for the development of harbour facilities at Mutrah in the Sultanate of Oman. The terms of reference were for the preparation of a master plan for the port development at Mutrah, together with recommendations for phased implementations of the project. The plan was to be co-ordinated with the Regional Development Plan for Mutrah, in consultation with John R. Harris, consulting architects to the Sultanate.

The first stage of the development provided lighter berths capable of handling 150,000 tons of cargo a year, necessary transit sheds, port administration building and passenger building. The value of the contract for this first stage is approximately £2.1 million, and completion is scheduled for end of March 1972.

The master plan recommended that the ultimate port development was to provide for a throughput capable of 1 million tons of cargo a year, and that this should be carried out in four stages, to meet anticipated growth of trade.

Works specified in this separate contract will include the construction of a 2,300-ft.-long rubble-mound breakwater, armoured with 15-ton stabits on the seaward side; eight berths of a total length of 5,000 ft., with a water depth varying from 24 to 48 ft., which includes a berth 750 ft. long and with a 33-ft. average draft, for handling containers. It is foreseen that a 205,000-sq. yd. (42-acre) storage area is to be created by reclamation, on which are to be erected six transit sheds of 360 x 100 ft. span, as well as a workshop, gearstores, fire and ambulance station, and a canteen. There is provision in the contract for construction of a special quay for berthing fishery vessels, as well as for ancillary roads, services, and fencing.

The value of this second contract is £17.3 million, and its completion is foreseen for August 1974.

Orders worth over £500,000

Doncasters Monk Bridge Ltd., precision forgers of Leeds, recently received orders totalling well over £500,000 from the Baden (Switzerland) and Mannheim (Germany) factories of the heavy electrical machinery firm of Brown Boveri and Company.

The orders, placed on behalf of BST Brown Boveri-Sulzer Turbomachinery Ltd., cover the supply of precision forged turbine rotor and stator blades in 'Nimonic 80A' and 'Nimonic 105' (nickel-chrome alloys) which will be used in the series-built BST Type 11 and 13 heavy-duty gas turbines designed primarily for electric power generation.

Power for Colombia

More than 200 Perkins diesel engines are providing power for a variety of British-built machines ordered by the Colombian Government, for use in a massive road repair and road building programme. The Colombian Ministry of Public Works is buying equipment from the United Kingdom to the value of £4 million, and almost a quarter of this sum will be spent on machines – including road rollers, tractor shovels, generating sets and compressors – powered by Perkins engines.

£15 million order placed

Sonatrach have awarded a turnkey contract for a new liquefied natural gas plant to Pritchard Rhodes Ltd. The contract was signed in Algeria by Mr. Ahmed Ghozali, president and general director of Sonatrach, and by Dr. P. L. Levine, managing director of Pritchard Rhodes Ltd.

Long-term credit will be arranged by Capital Plant (International) Ltd. and Hill Samuel & Co. Ltd. for part of the total contract value of approximately £20 million, £15 million of which represents equipment and services from the United Kingdom.

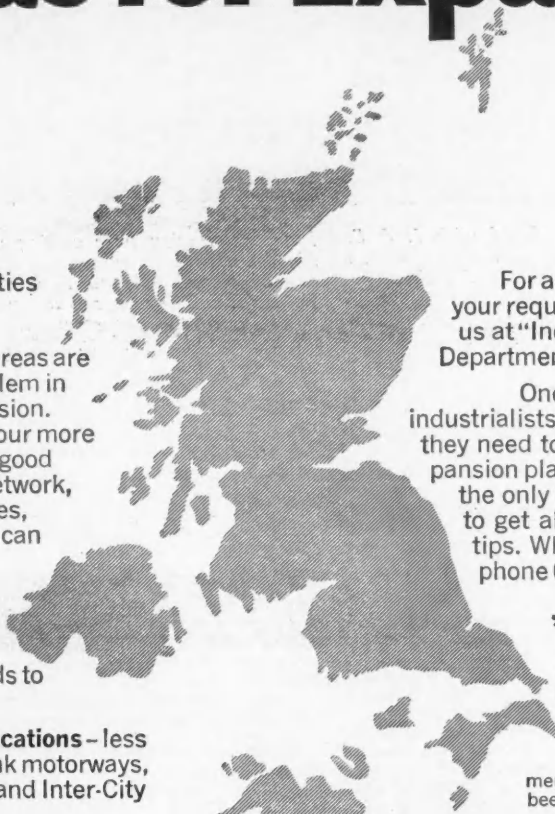
The plant will be built at Skidda and will liquefy daily 4½ million cu. metres of natural gas and, at the same time, provide 160 tons a day of ethane and 330 tons a day of propane and butane.

Carpeting for Australian project

Barry Staines Nytex 100 carpeting has been extensively specified for projects in the Brisbane area of Australia – 1,600 sq. yds. have been specified for the Wilston Youth Hospital, 1,500 sq. yds. for the Civil Engineering Building of the Queensland Institute of Technology, and 900 sq. yds. for St. Xavier's College, Toowoomba.

(*Continued on page* 720)

Why investment is more rewarding in the Areas for Expansion



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*The Areas for Expansion consist of the Development Areas, the Special Development Areas, the Intermediate Areas and Northern Ireland.

Certain areas hitherto designated as Development Areas have now been made Special Development Areas and a few new areas have been given Intermediate Area status.

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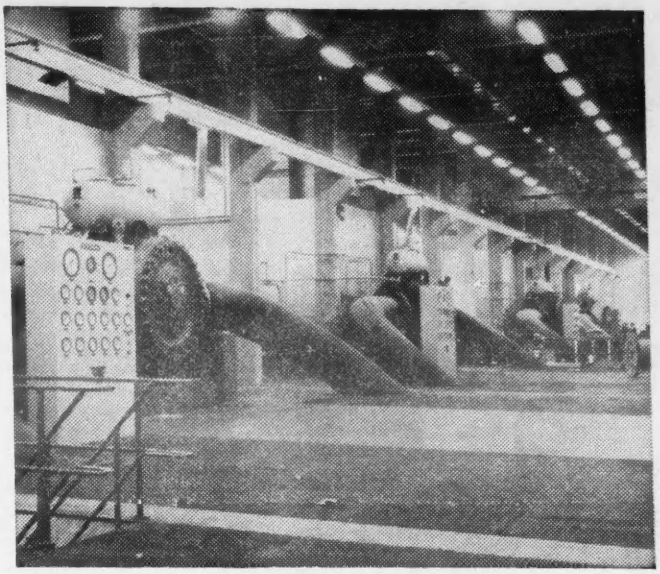
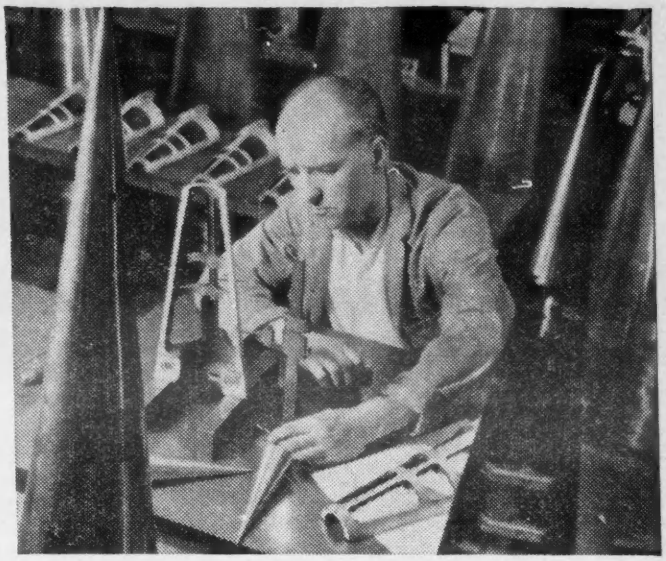


Export contracts worth £60,000 have been placed with J. & S. Sieger Ltd., of Poole, Dorset, by Nederlandse Gasunie, the Dutch natural gas undertaking, for gas detection sensors and their attendent control and alarm systems. Pictured above is the compressor house at the Netherlands Unigas Ommen 1 Station showing two Sieger sensors protruding from the overhead girder.



Magnesium alloy nose casting of a British Aircraft Corporation Skylark upper-atmosphere sounding rocket being checked for accuracy of tapped hole positions at the Leeds factory of Hudswell Badger Ltd. The company manufacture complete airframes for Skylark, one of the largest and most successful of the world's high-altitude sounding rockets.

Diesels for Ceylon fishing vessels

Marine diesel engines worth £35,000 are to be exported to Ceylon by Petters Ltd., Hamble, Southampton, a Hawker Siddeley Diesels company. The engines, rated from 22·5 to 45 bhp, are all from the company's range of medium-speed diesels, and will be used for the propulsion of inshore fishing vessels operating along the Ceylon coastline.

Delivery is expected to be completed by the end of April.

Sales of brushboats

The first brushboat for removing underwater growth from ships' hulls, ordered by the Todd Shipbuilding Corporation, Galveston, Texas, completed her trials recently and six more may be ordered. The boats, built by Underwater Maintenance Co., part of International Red Hand Marine Coatings, and powered by diesel engines from Lister Blackstone Mirrless Marine, a Hawker Siddeley Diesels subsidiary, are used to 'scrub' underwater growth from ships while in harbour, cutting fuel bills and reducing the need for drydocking.

Boats of this type are working at Dubai, Kuwait and Qatar, and are now being delivered to San Francisco. One has been ordered for Le Havre and negotiations are being held with prospective customers in other key ports of the world.

Orders from Czechoslovakian collieries

Two big collieries in Czechoslovakia have placed orders for Dowty mining equipment worth £350,000. Dukla Colliery, in the Karvina region, has ordered four-leg, 400-ton hydraulically powered roof supports for use in a 10-ft. thick coal seam, and Sverma Colliery, in the Ostrava region, has brought five-leg, thin-seam supports. Both sets of supports will be used on steep seams and are fitted with a comprehensive range of control equipment.

These orders follow the successful operation of similar equipment in Czechoslovakia's Fucik Colliery where Dowty roof supports and conveyor systems worth £120,000 are installed.

Record exports – for 13th year

Wiggins Teape report record exports last year for the thirteenth successive year. They sold abroad £14,617,000 worth of paper and paper products made in their own United Kingdom mills and factories – 70 per cent more than five years ago – plus £1,232,000 worth of other manufacturers' paper.

Products which brought in the most foreign currency were carbonless copy paper, fine papers and paper for use in industry.

Wiggins Teape exported to 140 countries, South Africa, Australia and Finland being their chief markets. Pulp made in Fort William was exported for the first time and some of it was shipped to Norway, land of forests and pulp mills.

The company have mills in Belgium, Australia, India, Brazil and Argentina, yet exports from United Kingdom mills rose in spite of increasing production abroad.

Football pools systems

Norsk Tipping, the Norwegian national football organization, have ordered two further Crosfield 9300 systems for use in the selection of winning football coupons, as well as eight Crosfield 8300 microfilming machines. This follows an initial order placed last October. All three systems incorporate dedicated, fully programmable digital computers, with peripheral equipment which enables them to handle the large volume of pools entries, amounting to some two million a week, at the rate of 72,000 an hour.

£50,000 order for CATV equipment

British electronic equipment is to be used in setting up a VHF community antenna television (CATV) network in Belgium under a contract won by the Telecommunications Group of EMI Electronics Ltd. The order, worth nearly £50,000 and placed by S. A. Seimens NV, of Brussels, is for EMI's wideband television distribution amplifiers and associated passive units.

The equipment will enable 20,000 homes in a Belgium township to receive as many as 15 television programmes using a single receiving antenna system.

£400,000 orders in one month

Orders totalling more than £400,000 were received in one month recently by Ransomes Sims & Jefferies Ltd., Ipswich, Suffolk, for their range of grass machinery products. The orders came mainly from the company's distributors in Europe, and many of the machines will help to maintain some of the continent's finest sports stadia and parks.

On average, more than one-third of Ransomes turnover of over £12 million is from direct exports.

Repeat order for data recorder

Following two years' successful use by French Naval technical services, a further order has been placed for a substantial number of Hanbush data recorders manufactured by Hanbush Ltd., Byfleet, Surrey. Known as the 010 data recorder, the equipment has been employed by the French in air-launched torpedo trials.

The recorder is said to open up a wide new range of on-board data recording possibilities in a variety of environments, including missiles, rail traction and rolling stock, road vehicles and small, highly manoeuvrable boats and aircraft.

Belting for Brazilian presses

Conveyor belts of extremely high tensile strength, supplied by Scandura Ltd., member of the BBA group of Cleckheaton, Yorks., form the heart of two advanced protein presses which could mark the beginning of a farming revolution. The presses have been developed to extract protein juices from plants and are to be used in Brazil to explore the economics of processing elephant grass in bulk for human feeding.

Ordered by Lysoform Industries Quinicas, a Sao Paulo-based chemical engineering company, the presses have been built to specifications prepared by biotechnologists at Rothamsted Experimental Station, who have pioneered international research into this new prime food source as a solution to the world food problem.

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10

Tariff and trade notices and commercial information from overseas

The Department of Trade and Industry can usually provide exporters with further information on the notices published in this section. The branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

European Communities

COMMON AGRICULTURAL AND FISHERIES POLICY: The texts of the following Regulations, Proposed Regulations and Directive which affect the various agricultural and the fisheries sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of the Regulations, Proposed Regulation and Directive may be seen on application.

General

The *Board of Trade Journal* dated August 5, 1970 (page 296) contained an announcement about **Regulation (CEE) No. 1373/70** concerning common measures for the application of the system of import, export and prefixation certificates for agricultural products subject to a single price rule. The *Journal Officiel des Communautés Européennes* No. C18 dated February 27, 1971 contains a list of those organizations responsible for the issue of such certificates.

Pigmeat

The *Journal Officiel des Communautés Européennes* No. C14 dated February 11, 1971 contains the text of a Proposed Regulation to modify certain provisions relating to the intervention measures specified by **Regulation (CEE) No. 121/67** which is the basic Regulation setting up a common organization of the markets in the pigmeat sector. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

Fruit and vegetables

Regulation (CEE) No. 290/71 annuls **Regulation (CEE) No. 232/71** applying the Common Customs Tariff to imports of mandarins, satsumas, clementines, tangerines and other similar citrus hybrids originating in Spain (*Journal Officiel* No. L34 dated February 11, 1971).

Regulation (CEE) No. 516/71 waives the countervailing import duty on certain varieties of sweet oranges coming from Algeria (*Journal Officiel* No. L58 dated March 11, 1971).

Poultrymeat

Directive No. 71/118/CEE relates to health problems arising in the trade in fresh poultrymeat (*Journal Officiel* No. L55 dated March 8, 1971).

Milk and milk products

Regulation (CEE) No. 508/71 establishes the general rules for granting aid for private storage of certain cheeses (*Journal Offiiel* No. L58 dated March 11, 1971).

Regulation (CEE) No. 95/71 annuls **Regulation (CEE) No. 1667/69** relating to certain measures to be taken in the milk and milk products sector following the devaluation of the French Franc (*Journal Officiel* No. L15 dated January 19, 1971).

Processed agricultural products

Regulation (CEE) No. 125/71 modifies **Regulation (CEE) No. 1519/70** relating to certain measures to be taken for products covered by **Regulation (CEE) No. 1059/69** following the devaluation of the French Franc (*Journal Officiel* No. L18 dated January 22, 1971).

Cereals and rice

Decision No. 71/77/CEE authorizes France to permit until April 30, 1971, the marketing of two varieties of seeds of barley (*Journal Officiel* No. L31 dated February 8, 1971).

Regulation (CEE) No. 546/71 adjusts the countervailing amount levied on French exports in accordance with **Regulation (CEE) No. 1670/69** relating to certain measures to be taken in the cereals and rice sectors following the devaluation of the French Franc (*Journal Officiel* No. L63 dated March 16, 1971).

Fisheries

Regulation (CEE) No. 545/71 relates to the temporary exception granted for the marketing of 'Crangon' sp.p. shrimps unloaded at Belgian ports (*Journal Officiel* No. L63 dated March 16, 1971).

Correction: An announcement was published in *Trade and Industry* dated February 24, 1971 (page 428) about **Regulation (CEE) No. 170/71** relating to the recognition of producer organizations in the fisheries sector. The *Journal Officiel des Communautés Européennes* No. L57 dated March 10, 1971 contains a correction to this Regulation.

Cattlemeat, beef and veal

Regulation (CEE) No. 94/71 relates to a special system to be applied to the import of certain frozen cattlemeat (*Journal Officiel* No. L15 dated January 19, 1971).

EDB Ext. 7174, 408

CUSTOMS LEGISLATION IN THE EEC: The *Board of Trade Journal* dated December 10, 1969 (page 1624) contained an announcement about **Regulation (CEE) No. 2311/69** concerning the working methods of the guarantee contract system specified by Article 32 of **Regulation (CEE) No. 542/69** which concerns the transit of goods within the Community. The *Journal Officiel des Communautés Européennes* No. C18 dated February 27, 1971 contains the list of those persons authorized to issue the guarantee contracts referred to above. The *Journal Officiel des Communautés Européennes* No. C14 dated February 11, 1971 contains the text of a Proposed Regulation to modify **Regulation (CEE) No. 802/68** relating to the common definition of the concept of origin of goods. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above. The French texts of the above Regulations and Proposed Regulation may be seen on application.

EDB Ext. 7174, 408

HARMONIZATION OF LEGISLATION: The *Journal Officiel des Communautés Européennes* No. C14 dated February 11, 1971 contains the texts of two Proposed Directives as follows:

1. Proposed Directive concerns the harmonization of Member States' legislation relating to complementary appliances for measuring liquids other than water.
2. Proposed Directive concerns the harmonization of Member States' legislation relating to measuring units.

It should be noted that the texts of these Directives, when finally approved, may differ from the draft texts referred to above. The French texts of these Proposed Directives may be seen on application.

CRE Ext. 2354, 2355

RULES OF COMPETITION: An announcement was published in *Trade and Industry* dated January 27, 1971 (page 189) about the EEC Commission's **Decision No. 71/22/CEE** on the application for clearance of an agreement, by Supexie of Paris, relating to the sale of phosphatic fertilizers. An unofficial translation of this Decision is available if required. An unofficial translation may also be obtained of the Commission's **Decision No. 71/23/CEE** on a decision, by the association of German manufacturers of ceramic wall and floor tiles, setting up an 'agreement on rebate bases'.

CRE Ext. 2354, 2355

COMMON COMMERCIAL POLICY – COMMUNITY IMPORTS: The *Board of Trade Journal* dated February 11, 1970 (page 408) contained an announcement about **Regulation (CEE) No. 109/70** establishing a common system applicable to Community imports from State Trading countries. Notices were published in *Trade and Industry* dated November 11, 1970 (pages 222/4), about **Regulation (CEE) No. 2171/70** extending the application of **Regulation (CEE) No. 109/70,** and in *Trade and Industry* dated January 6, 1971 (pages 31/32), about **Regulation (CEE) No.**

Registered trade mark (r t m) goods in overseas tariff list

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category are preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the descriptions stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

2567/70 extending to additional products the provisions of **Regulation (CEE) No. 109/70.** The *Journal Officiel des Communautés Européennes* No. L60 dated March 13, 1971 contains the text of **Regulation (CEE) No. 532/71** extending to other imports the Annex of **Regulation (CEE) No. 109/70** above. The French texts of all the Regulations referred to above may be seen on application.

EDB Ext. 7174, 408

IMPORTS FROM NON-MEMBER COUNTRIES: An announcement was published in *Trade and Industry* dated December 23, 1970 (page 563) about the publication, in the *Journal Officiel des Communautés Européennes* No. C140 of November 26, 1970, of goods which, under Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a Member State even though they may be accompanied by a circulation certificate. An amendment to this list was published in *Trade and Industry* dated March 17, 1971. The *Journal Officiel des Communautés Européennes* No. L31 dated February 8, 1971 contains the texts of two Decisions as follows:

Decision No. 71/75/CEE authorizes Italy to exclude from Community treatment transistor radio reception apparatus (Common Customs Tariff No. ex 85.15) originating in Japan and freely circulating in the other Member States.

Decision No. 71/76/CEE authorized Italy to exclude from Community treatment motorcycles (of a net weight of not more than 170 kg.) (Common Customs Tariff No. ex 87.09) originating in Japan and freely circulating in the other Member States.

The French texts of these Decisions may be seen on application.

EDB Ext. 7174, 408

France

CUSTOMS TARIFF AMENDMENTS: Following EEC Regulation No. 2142/70 establishing a common organization of the markets in the sector for fish products with effect from February 1, 1971, the French *Journal Officiel* of February 5 set out amendments to Chapter 3 of the French customs tariff. These changes cover the abolition of duty free tariff quotas for herrings, tunny and cod; the suspension of compensatory taxes for member countries of the EEC and for Morocco and Tunisia; alignment of common external tariff duty rates for third countries and exemption from duty rates without limit of period for the above-mentioned fish with the addition of sprats. Changes also apply to both descriptions and rates of tariff headings 16.04 and 16.05. A full up-to-date copy of the modifications (in French) is available for inspection.

EDB Ext. 423, 408, 288

GLOBAL QUOTAS FOR SOLID FUEL: The French *Journal Officiel* of January 28 announced the opening of quotas for importation during 1971, of certain products remaining subject to quantitative restrictions when originating in and imported from countries outside the Franc Zone (excluding Rhodesia). The products concerned are solid mineral fuels falling under tariff headings ex 27.01, ex 27.02 and ex 27.04. Imports will be effected by l'Association Technique de l'Importation Charbonnière (ATIC), 149 rue de Longchamp, Paris, 16e, who are authorized to submit import licence applications to the Direction Générale des Douanes et Droits Indirects, Division E, 8 rue de la Tour des Dames, Paris, 9e, from January 28, 1971.

EDB Ext. 423, 408, 288

IMPORT REGULATIONS FOR CERTAIN FOODSTUFFS: The French *Journal Officiel* of February 21 published a notice setting out the customs duty, variable levies and maximum rates which apply from February 22 to certain foodstuffs in the following tariff headings:

Tariff Nos.: 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 29.04, 35.05 and 38.12 (for the sake of brevity the descriptions have been omitted but can be seen in a condensed form in the *Board of Trade Journal* of July 1, 1970, page 27).

EDB Ext. 423, 408, 288

Spain

IMPORT REGULATIONS – VETERINARY SPECIALITIES: The Spanish *State Gazette* of March 5, announced new regulations on the testing of imported pharmaceutical veterinary specialities including sera and vaccines, and prophylactic and biological products for livestock. In effect all such products shall be examined on importation by a Customs Veterinary Inspector, who will carry out a preliminary investigation and advise the Testing Authority of the Directorate-General for Livestock as to the suitability of the product and also tell them to which registered laboratory specified by the importer the products have been sent for test. The Directorate-General will ascertain that the goods have been received and conform with the national standards before issuing a certificate of suitability. Should the Customs Veterinary Inspector find anomalies of any kind affecting the potency and condition of the products rendering them undesirable, a report to this effect will be sent to the Directorate-General who will decide what action should be taken. Any products marketed without conformity with these regulations will be liable to confiscation and legal proceedings taken against the offending parties.

EDB Ext. 460/2

(Continued on next page)

Italy

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SPAIN, *continued*

TAXATION: The Spanish *State Gazette* of March 5 announced a new tax on certain semi-luxury goods. The taxes, which come into force on April 1, 1971, are levied on landed cost plus import duties and home compensation tax and are as follows:

Description	Tax levy Per cent
Furs	40
Liqueurs, spirits, brandies and whiskies bottled under a brand name:	
Price at origin more than 125 pesetas per litre	20
Price at origin between 40 and 125 pesetas per litre	14
Price at origin less than 40 pesetas per litre	10
Spirits, liqueurs, brandies and whiskies in bulk	10
Bottled wines, sparkling wines, vermouth and bitter soda bottled under a brand name:	
Price at origin between 20 and 40 pesetas per litre	10
Price at origin above 40 pesetas per litre	14
Syrups and soft drinks	10
Beers and substitutes	70 pesetas per 100 litres
Fresh dates, pineapples and coconuts	10
Uncut wood whose price is more than 4,000 pesetas per cubic metre	10
Cut wood whose price is more than 6,500 pesetas per cubic metre	10
Veal carcases, whole or dressed	5 pesetas per kilo

EDB Ext. 460/2

CUSTOMS TARIFF MODIFICATIONS: The Spanish *State Gazette* of March 13 announced the following modifications to the Spanish customs tariff:

Tariff Heading	Description	Definitive duty Per cent	Transitory duty Per cent
09.02	Tea:		
A	In packages of more than 3 kilos	25	15
B	Other	25	20
15.10 C	Alcohols:		
(1)	Industrial fatty alcohols, saturated, with a C-12 or C-16 content of less than 60% and a solidifying point of +15°C. or more	25	5
(2)	Other	25	15·5
31.03-E	Concentrated superphosphates (double or triple)	17	10
81.04-D	Manganese	1	1
98.10-A 2	Other (mechanical lighters and similar lighters):		
(b)	Other	25	14·5
		With a minimum of 12 Ptas/unit	11 Ptas/unit

EDB Ext. 460/462

Turkey

INCREASES IN CUSTOMS DUTY: Decree No. 7/1951, published in the Turkish *Official Gazette* of February 23, makes the following corrections to the rates of duty previously announced in Decree No. 71/1421, published on November 22, 1970:

Tariff	Description	Revised Old Rate	Revised New Rate
80.05	Tin tubes and pipes, hollow bars and pipe fittings (unions, elbows, gaskets, sleeves, flanges, etc.)	40%	60%
84.32 a	Book-binding and book-sewing machines (complete or incomplete, whether assembled or not)	30%	45%
84.32 b	Parts and accessories for the above	40%	60%

EDB Ext. 420, 475

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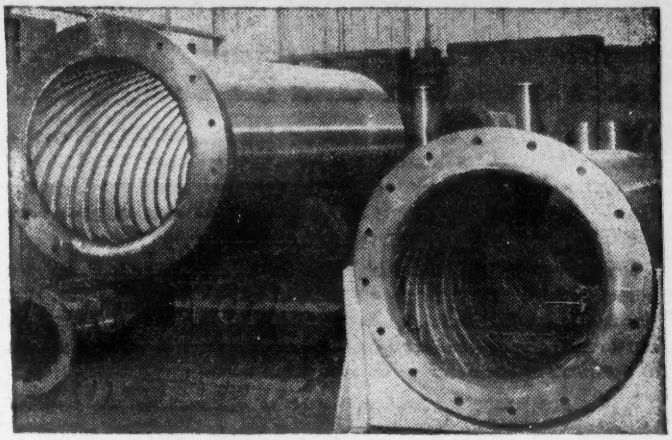


Two Silverline cutterhead bearings (pictured here), for 24in. diameter shafts, have been exported to Holland by the Engineering Products Division of BTR Leyland Industries Ltd., Burton-on-Trent, for use on the giant Dutch dredger, the 'Beverwijk 31',

Yugoslavia

AGENCIES OF FOREIGN FIRMS: The Regulations on the condition governing the work of the agencies of foreign firms in Yugoslavia, introduced in September 1968 and reported in the *Board of Trade Journal* on October 11, 1968, have been amended. The first amendment, published in the Yugoslav *Official Gazette* on May 22, 1969 consists of the following additional Article 15a:

> 'At the express demand of a foreign customer, the Federal Secretariat for Foreign Trade may, exceptionally, allow a foreign firm engaged in quality control which has a representative office in Yugoslavia to carry out certain work in Yugoslavia.'

The second amendment came into effect on February 25, 1971, and includes the following main points:

1. Foreign firms can establish offices in Yugoslavia provided they can export suitable quantities of Yugoslav products and they have established long-term business relationships in the Yugoslav market which will contribute to an increase in the export of Yugoslav products.
2. The Federal Secretariat can remove the representative of a foreign firm from its special register if after two successive years it does not export sufficient Yugoslav products.

An English translation of the amendments may be seen on application.

EDB Ext. 420, 475, 477.

Israel

TARIFF AMENDMENTS: Amendments have been made to the Israeli customs tariff which affect the following tariff numbers:

22.08	29.15	70.20
25.09	38.19	73.31
29.02	59.01	73.40
	70.17	

EDB Ext. 420, 475.

Syria

IMPORT REGULATIONS: It was reported in the February 10 issue of *Trade and Industry* that, according to the Beirut press, the Syrian Government had removed restrictions on the import of raw materials, industrial equipment and spare parts of a value not exceeding LS.100,000 for each importer. According to a subsequent unofficial translation of the relevant decision, this measure of liberalization extends to the import of industrial and agricultural raw materials, animal feed, industrial and agricultural machinery and spare parts to a value not exceeding LS.100,000 per importer and per commodity (except in the case of industrial machinery and equipment where the value of imports is not so limited) and subject to payment for the goods from funds outside the country.

EDB Ext. 420, 475

Kenya

IMPORT LICENSING REGULATIONS: Legal Notices Nos. 42 and 43 published in the Kenya *Gazette Supplement* of March 12, announce, with effect from March 6, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 1 and No. 2) Orders, 1971, which amend the First Schedule to the Imports, Exports and Essential Supplies Order, 1968 (published in the *Board of Trade Journal* of December 13, 1968, pages 1662-1664) to the following extent:

Legal Notice No. 42 – First Schedule

Code	Item
	By the addition of the following new item: Division 21 – Hides, skins and fur skins, undressed Group 211, hides and skins (except fur skins), undressed, bovine and equine hides other than calf skins and kid skins:
211 1 0 1	Dried
211 1 0 2	Pickled
211 1 0 3	Wet salted
211 1 0 4	Wet blue chrome
211 2 0 1	Dried
211 2 0 2	Wet salted
211 4 0 1	Dried
211 4 0 2	Pickled
211 4 0 3	Wet blue chrome
211 6 0 0	Sheep and lamb skins with the wool on
211 6 0 0	Sheep and lamb skins without the wool
211 7 0 1	Dried
211 7 0 2	Pickled
211 7 0 3	Wet blue chrome
211 9 0 9	Hides and skins, n.e.s.

Legal Notice No. 43 – First Schedule

Code	Item
	(a) By the deletion of the following item:
841 1 1 0	Trousers made of worsted, woollen and mixed woollen and synthetic materials
	(b) By the insertion of the following new item:
841 1 1 0	Suits, trousers and jackets made of worsted, woollen and mixed woollen and synthetic materials

Note:
All goods listed in the First Schedule to the Imports, Exports and Essential Supplies (Imports) Order, 1968, are prohibited from being imported into Kenya without a specific import licence.

EDB Ext. 471/2/3

Malawi

CUSTOMS TARIFF AMENDMENTS: Malawi Government Notice No. 67 amends the Customs Tariff with effect from February 5, 1971 to the following extent:

Part III – Customs duties

(a) by the deletion of all the material in columns 1 to 6 inclusive in respect of headings (49.10) 49.10.01 and 49.10.99 and the substitution thereof of the following:

1	2	3	4	5	6
49.10	Calendars of any kind of paper or paperboard, including calendar blocks	— or Per lb.	30% or 30t	30% or 30t	20% or 20t

(b) the deletion of all material in columns 1 to 6 inclusive in respect of heading 100.18;

(c) the addition of the following after Note 2 to Chapter 101:

'3. Headings 101.15 and 101.16 shall not apply in the case of goods imported by a person returning to Malawi after an absence therefrom of less than 24 hours';

(d) the deletion of all the material in columns 1 to 6 inclusive in respect of heading 101.16 and the substitution therefor of the following:

1	2	3	4	5	6
101.16	The following goods when imported for his own use by a bona fide traveller from outside Malawi, when such goods are not intended for sale or for disposal to any other person and are in such quantities as the Controller considers reasonable:				
	(a) Cooking and eating utensils and clothing, bedding, toilet requisites, watches, jewellery, and similar articles pertaining to or carried upon the body: provided the traveller has put such goods to genuine use;				
	(b) food, drink and similar consumable articles required by the traveller for immediate use on his journey in Malawi or the remainder of the food, drink and similar consumable articles brought by the traveller for use on his journey to Malawi; provided that such goods shall accompany the traveller	—	Free	Free	Free

(e) the deletion of all the material in columns 1 to 6 inclusive in respect of heading 101.17.

Malawi Government Notice No. 58, amends the Customs Tariff, with effect from February 26, 1971, to the following extent:

Part III – Customs duties

By the deletion of all the material in columns 1 to 6 inclusive in respect of subheadings 39.00.12 and 39.00.13 and the substitution therefor of the following:

1	2	3	4	5	6
	Bands, film, foil plates, sheet and strip (whether or not printed or adhesively treated), not being goods of a kind included in subheading 39.00.02:				
39.00.11	Polyether foam	—	15%	10%	10%
39.00.12	Other: of a kind not put up for sale by retail, used for packaging; of a kind used in industry; fumigation sheeting; book binders' requisites	—	5%	Free	Free
39.00.13	Other (including furnishings, decorative, ornamental or other domestic goods), n.e.s.	—	30%	30%	20%

CUSTOMS TARIFF SURCHARGE AND SURTAX TARIFF AMENDMENTS: The additional surcharge of eight and one third per cent of column 5 rate of customs duties imposed by Malawi Government Notice No. 228 (published in the *Board of Trade Journal* of January 17, 1969, pages 184-185) has, with effect from March 12, been reduced to 'nil'. The rate of surtax imposed by Malawi Government Notice No. 37 of 1970 (published in the *Board of Trade Journal* of April 8, 1970, pages 995-997) has been increased in item 3 of the Schedule from 5 per cent to 10 per cent with effect from March 12, 1971.

SUSPENSION OF DUTIES: Government Notice No. 72, the Customs and Excise (Amendment) (No. 4) (Regulations) 1971, amends, with effect from February 15, Part I of the Sixth Schedule to the Malawi Customs and Excise Regulations, 1969, by the addition of the following:

Part I: Suspension of Customs duties

1	2	3	4	5	6
ex 84.10.03 ex 84.55 ex 90.29.99	Kits and parts for use in and certified by the Reserve Bank of Malawi as necessary for rendering suitable for decimal currency the cash recording mechanism of petrol pumps, calculating machines, ticket issuing machines, postal franking machines, cash registers, taxi-meters and the like	—	Free	Free	Free

These regulations will cease to have effect on June 1, 1971

Britain pays the column 6 rate of duty.

IMPORT CONTROLS: The Malawi Control of Goods (Import and Export) (Commerce) (Amendment) (No. 2) Order, 1971, amends, with effect from February 2, the Control of Goods (Import and Export) (Commerce) Order, 1967 (published in the *Board of Trade Journal* of February 24, 1967, page 546) by the addition of the following items to the list of goods for which an import licence is required:

Second Schedule
13. Dieldrin
14. Aldrin.

EDB Ext. 471/2/3

Republic of South Africa

METRICATION – DECIMAL SIGN: In order to bring South Africa into line with metric countries throughout the world the South African Metrication Advisory Board has decided to recommend that the comma be used consistently as the decimal sign as from April 1, 1971. Numbers consisting of more than three figures are separated by spaces into groups of three to the left and right of the comma, and not by commas, e.g.; 2 724 671, 512 73. This applies to the writing of all figures except monetary figures where fraud may arise.

A pamphlet giving information on the background to these decisions may be obtained free of charge from the Metrication Department, South African Bureau of Standards, Private Bag 191, Pretoria. The appropriate reference is MP 16.

CRE Ext. 2274

Ceylon

INVESTMENT IN THE TOURIST INDUSTRY: The Ceylon Tourist Board has published an investment guide to the tourist industry. The guide includes details of:

(i) Foreign investment facilities available
(ii) Permitted foreign management and technical personnel
(iii) Participation with local capital
(iv) Tax incentives
(v) Customs duty concessions

All information on the development requirements under the Ceylon Tourist Plan can be obtained from the Ceylon Tourist Board (Development Division), 25 Galle Face Centre Road, PO Box 1504, Colombo 1.

COUNTRIES GROUPED BY CONTINENTS

IN THIS SECTION COUNTRIES ARE GROUPED BY CONTINENTS AS FAR AS POSSIBLE. AN ALPHABETICAL LIST OF COUNTRIES MENTIONED APPEARS ON THE CONTENTS PAGE.

Thailand

DESCRIPTIONS ON INVOICES TO BE PRESENTED TO CUSTOMS: The Thai Customs Department has made it known that the method of setting out descriptions of goods being imported into Thailand is to be changed with effect from May 19. Specimens showing the new layout are now available in the Department of Trade and Industry. The changes in detail are minor.

EDB Ext. 401, 468, 469

New Zealand

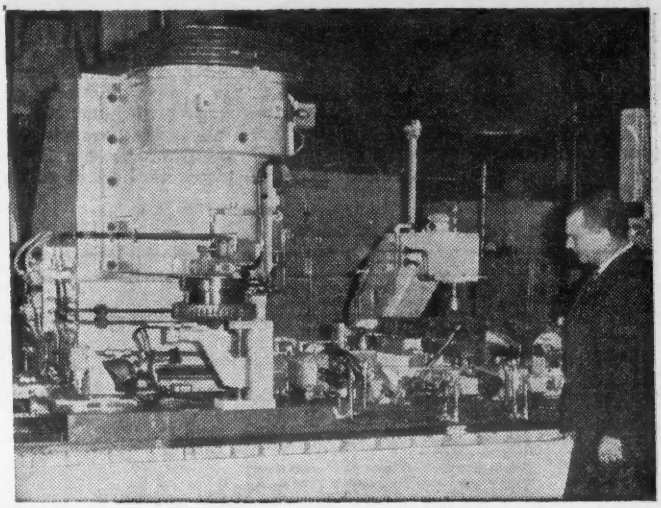
CUSTOMS TARIFF CHANGES: The New Zealand Government has issued Orders which came into force on March 5, 1971 amending certain items in the New Zealand Customs Tariff. The Chapter concerned is 55.

EDB Ext. 401, 468, 469

Peru

FREE ZONE OF LORETO AND SAN MARTIN: By Peruvian Decree Law 18805 of March 9, 1971, certain commodities can be imported free of duty into the departments of Loreto and San Martin. Import licences must be obtained from the Ministry of Industry and Commerce through the Director of External Commerce. Items falling within the following Brussels nomenclature numbers are affected:

04.03	04.04	07.05	09.04	09.05	09.06	09.07	09.08	09.09	09.10
10.03	10.04	10.07	15.07	16.03	20.02	20.05	20.06	21.02	32.13
33.06	39.07	40.14	49.03	51.04	55.05	62.01	70.06	73.20	73.38
74.08	78.05	82.03	82.04	84.06	84.10	85.12	85.15	85.20	90.16
97.02	97.03	97.06	97.07	98.02	98.03	98.05.			



Mr. T. D. Lockhead, general manager of Motor Assemblies, of Durban, inspecting the first machine to be completed under a £1,200,000 contract awarded to Kearney & Trecker Ltd. the Brighton-based machine tool manufacturers. Due for completion in September, the contract covers the supply of special purpose machine tools for the manufacture of Toyota engines which Motor Assemblies will produce in a new factory at Prospecton, near Durban.

An unofficial translation of this decree is available to British exporters.

EDB Ext. 474, 476, 7312

Guyana

AMENDMENT TO LIST OF PROHIBITED IMPORTS: Under Order 116 of 1971, made under the Guyana Customs Ordinance, the import of goods which do not bear an indication of the country in which they were made or produced, is prohibited. Copies of the Order may be obtained on application.

EDB Ext. 474, 476, 7312

Chile

TARIFF REDUCTION: The Chilean *Official Gazette* of March 4, has removed the specific duty of 0·35 gold pesos per kilo gross, and reduced the *ad valorem* duty from 55 per cent to 30 per cent of the cif value on chlorine falling under tariff No. 28.01.02.

EDB Ext. 474, 476, 7312

AMENDMENTS TO IMPORT TARIFF: In the Chilean *Official Gazette* of March 6, the following amendments were made to the Chilean Import Tariff:

Tariff No.	Description	Unit	Rate of Duty	
			Gold Pesos	*Ad valorem* cif
28.40.02.03	Sodium tripolyphosphate	NMQ	Free	50%
28.46.01	Borates:			
	01 Sodium borates	KN	Free	40%
	09 Other	KN	Free	85%
29.35.99.06	a-capro-lactam	KN	Free (until 31.12.71)	35%
38.03.01	Carbon	KG	Free	60%
47.01	Bleached cellulose sheets, containing in the dried pulp not less than 90 per cent of alpha cellulose and intended exclusively for use in the manufacture of viscose	GMQ	Free (until 31.12.71)	Free

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Picture shows industrial tractors for the Rajang Port Authority, Sarawak, being built in the Dursley, Gloucester, works of R. A. Lister and Co. Ltd., a Hawker Siddeley Diesels company. Each tractor has a drawbar pull of 2,000 lb. (910 kg) and is powered by a 16.5 bhp air-cooled Lister diesel engine. Seven of these type 4D3 tractors have been ordered through Harrisons Lister Engineering Ltd., Sabah, to supplement the fleet of Lister vehicles already used by the Rajang Port Authority.

Uruguay

AMENDMENTS TO THE CODE OF MERCHANDISE: The Bank of the Republic of Uruguay's Circular No. 76/3 of February 5, 1971, amended the rates of import surcharge and average cif values for the following goods:

Bandages
Connection and micro-telephone cable
Fluorescent light tubes
Atomizers for fruit plantations
Sparking plugs and parts
Automatic bottle and tin labelling machines
Automatic liquid filling machines
Butyl and isobutyl acetate
Steel wire covered with zinc up to 0·20 mm.
Phthalic anhydride
Flax fibres
Metyl ethyl ketone and metyl isobutyl ketone
Cellulose ester plates of 1 mm. to 10 mm. thickness for the manufacture of spectacle frames
Paper for electrocardiographic use

Pins
Clutch lining
Glass and plastic for lamps
Flat safety glass for motor vehicles
Coin counting machines
Polyethylene and aluminium laminated paper for packing pharmaceutical specialities
Acetic acid
Acetic anhydride
Engine groups and assembled or ckd internal combustion engines for tractors, buses, lorries, etc.

A translation of the decree, giving full details of the changes is available.
EDB Ext. 474, 476, 731

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This 161 page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obained free of charge from the Department of Trade and Industry EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).

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Canada

REVISIONS TO THE HAZARDOUS PRODUCTS (HAZARDOUS SUBSTANCES) REGULATIONS: The Canadian Department of Consumer and Corporate Affairs recently announced that revisions to the Hazardous Products (Hazardous Substances) Regulations dated March 3, 1970, will shortly be issued. Some of the revisions are meant to clarify the intent of the original regulations. Others will have the effect of extending the effective date at point of retail sale for the relabelling of certain less hazardous products. The communique said that it had been decided that products with a lesser degree of hazard (essentially those requiring the 'caution' and 'warning 'signs) will have to be in full compliance with the regulations at point of manufacture by June 1, 1971. At point of retail sale, the effective date will be February 28, 1972. Products with the highest degree of hazard (the 'danger' level for poisonous or corrosive effect) will have to bear at minimum the appropriate symbol prescribed in the regulations, and the word 'danger,' by the originally designated date of June 1, 1971. This applies to point of retail sale. Overlabelling of such products will be permissible until February 28, 1972. The full text of the announcement is available to British exporters.

EDB Ext. 455/6/7

Netherlands Antilles

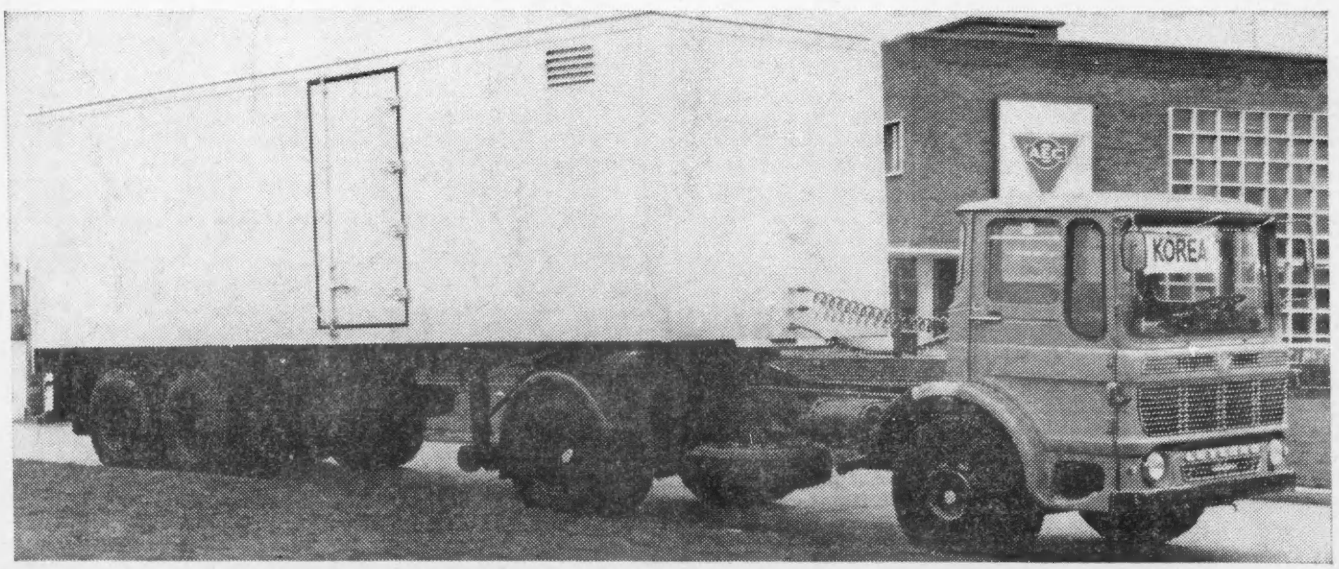
IMPORT LICENSING: The Netherlands Antilles Government has decided to introduce a system of import licensing for a limited number of products as well as an embargo on the import of certain commodities, in an attempt to replace imports as far as possible by local production. Full details of the goods affected by this Order 452 are available.

EDB Ext. 288, 408, 423, 7175

United States

STATE 'BUY-AMERICAN' PROPOSALS: It is understood that measures have been proposed in Connecticut, New York State and Texas which would prohibit state purchases of foreign goods. The Connecticut proposals relate to iron and steel products used in public buildings and public works; the New York State and Texas proposals are thought to apply across the board.

CRE Ext. 3364



A total of 35 of these AEC Mandator prime movers are now in service in South Korea. They are the result of a contract negotiated by Paterson Simons Trading with Chun 11 Cargo Transportation Co. Ltd. of Pusan. The units will be operating with other Super Beaver prime movers (now a familiar sight in Korea) over the Seoul/Pusan Super Highway.

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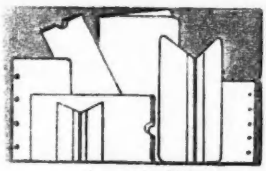

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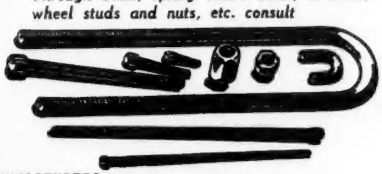

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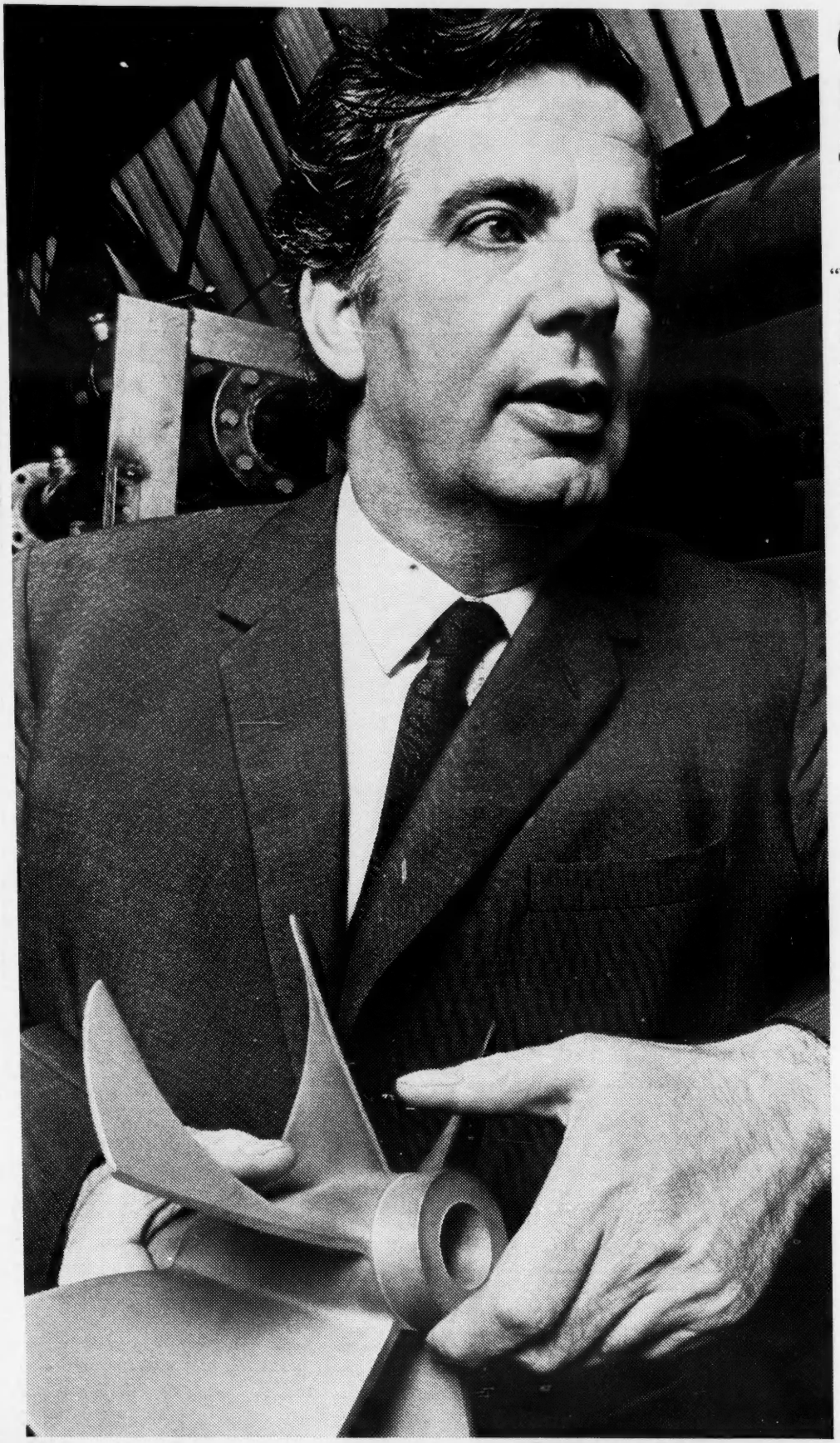

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